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Pinpoint The Data Center's Purpose

A Clear Idea Of What You Want From Your Data Center Is Essential

by Christian Perry

THERE'S NO DENYING that planning for a data center is a tremendous task, whether you build your own, use a host, collocate, or even update your existing data center. Although you might be eager to jump headfirst into details such as location, bandwidth, power cooling, and others, you shouldn't make a single move without determining the purpose of your center.

Although data is naturally a primary ingredient in any data center, it's certainly not the only ingredient, and for some enterprises, it could even be the last ingredient considered. According to Jay Hunter, an information systems consultant, it's crucial to remember that other factors are always in the mix.

"It seems initially that data would drive the necessity to build or purchase space in a data

center, but data is actually one of the last things to consider," Hunter says.

Take A Step Back

As IT spending continues to increase, the urge to purchase quick and big can be

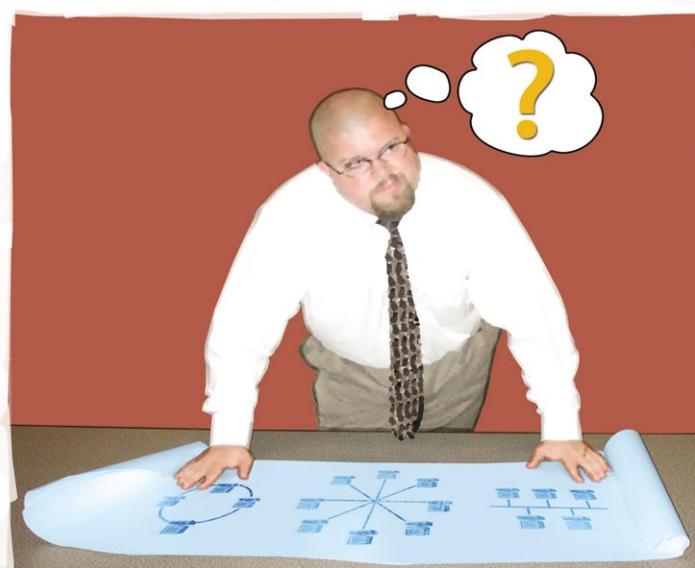
tempting. You might get lucky with rash decisions in other areas, but because your data center will have a profound effect on your business, it's best to approach it with a hefty helping of strategy.

Thanks to today's vastly varying hardware and services, data centers can and do widely differ, but you can accurately pinpoint your choices by stepping back and considering your needs. This can help determine an overall strategy and purpose for your data center and ultimately keep it on track from its initial design stages to completion.

For example, if your current facilities can no longer house the demands of the server equipment, your focus moving forward should be on building or choosing a data center that can sustain your data well into the future.

"A few years ago, housing servers within your company was a fairly trivial affair," Hunter says. "You plugged them in and paid someone to manage them. Now with the electrical and heating requirements of SANs and blade

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Resistance To IT Automation Is Futile

Embrace It & Evolve To Meet The IT Needs Of Tomorrow

by Tony Bradley

SOME TASKS ARE just plain tedious. Not only is it expensive to pay a human being, with the taxes, vacation, health care, and other costs, but nobody really wants to perform the task anyway. Whether it is borne out of necessity, as personnel budgets are cut and remaining personnel are forced to pick up the slack, or you just want to offload mundane work, tasks that are repeti-

tive in nature lend themselves easily to automated solutions.

Take, for example, the automation of tape backup. As the amount of data stored on

corporate servers grew exponentially, it quickly exceeded the capacity of the available storage tapes. Initially, that meant having a technical support person babysit the backup process and swap the tapes when one became full. Vendors quickly filled this need with

automated tape libraries that house multiple tapes and swap the tapes themselves, so the backup can be accomplished without human intervention.

Products such as OpalisRobot from Opalis can be used to automate a variety of IT processes and increase efficiency and productivity. Through workflow, scripting, event-based management, and integration between popular systems management products, OpalisRobot and products like it can effectively handle mundane and tedious repetitive tasks.

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Innovation and new technology are bound to continue to develop new ways to automate tasks that humans currently do.

In This ISSUE

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Data Center Planning

What are your data center's long-term plans? Not sure? The articles in this issue will help you develop a plan, with advice for electrical needs, cable distribution, fire protection, cooling, and access control.

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TECH & TRENDS

Embracing Automation | 1

Innovation and new technology are bound to continue to develop new ways to automate tasks that humans currently do. Rather than ignore the trend or resist the changes, be aware of them and consider how you can use automation to improve your product or service and help your company compete.

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Adding a wiki to your organization's intranet opens up a new collaboration vehicle for a small fee or just the cost of staff time to get the wiki online.

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■ **ATEN Technology** announced the MasterView Dual-View CS-1744, a dual-view KVM that also has USB functionality. ■ **Barracuda** released Barracuda Spam Firewall-Outbound Mode Rate Control System. ■ **Blue Coat** released the 1U rackmount ProxySG 200, which can apply the Web security policies in place at the main branch to remote offices and locations. ■ **Bull Evidian** announced Access-Master 7.0, an identity and access management suite for enterprises. ■ **Innovativ** released Identity Management, a set of products that address security issues. ■ **Intuit** added patch management software to its Track-It! product line. ■ **Microsoft** released Microsoft Speech Server 2004 R2. ■ The new NetFRAME 1620 and 2620 from **MPC Computer** offer up to two Intel Xeon processors running on Intel's E7320 chipset. ■ **Quantum** announced the PX510, a tape library that comes in an 18U rack-mount form. ■ **Veritas** broadened its storage management software with CommandCentral 4.2.

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MarketPlace NEWS



Sun Purchases StorageTek

SUN MICROSYSTEMS WILL ACQUIRE StorageTek for \$4.1 billion, about \$37 per share. The move will boost Sun's focus on information lifecycle management. The deal has been approved by both companies' boards but still requires regulatory approval and should be finalized as soon as late summer.

Microsoft Submits Proposals To EU

MICROSOFT HAS SUBMITTED proposals for changing its business practices to the European Commission, the EU's antitrust regulator. The Commission will now consult with other companies in the industry, including Microsoft rival RealNetworks, to determine the effects the proposals would have on the marketplace. A final decision on whether Microsoft's offer complies with the measures the commission requested should come by the end of July. If Microsoft's offer does not meet the EU's requirements, the company could be charged a noncompliance fine of about \$5 million per day.

CA Plans To Modify Five Years' Earnings

COMPUTER ASSOCIATES will restate financial statements from the past five years after it discovered numerous improper contracts. In some instances, CA uncovered transactions with third parties that have no valid commercial purpose; in other cases, license agreements were changed by other agreements that postponed the full recognition of revenue, which resulted in CA booking revenue too soon. The restatements will decrease CA's net income by \$15 million to \$25 million and reduce its revenue by \$80 million to \$110 million.

Transmeta Sells Crusoe Chip Line

U.S.-BASED chip company Transmeta will sell its Crusoe line of microprocessors to

Hong Kong's Culturecom Technology. Culturecom also plans to license Transmeta's Efficeon processor technology to manufacture and sell Efficeon-based chips in China. However, Culturecom will only get a license for Transmeta's 130nm process for making Efficeon chips, not the newer 90nm process. In addition to paying \$15 million in cash, Culturecom will also pay Transmeta royalties on the sales of Crusoe and Efficeon products.

Gartner: IT Staffs To Shrink

IT RESEARCH FIRM GARTNER predicts that by 2010, the number of IT staffers will decrease 15% and that IT departments at midsized and large companies will be one-third smaller than in 2000. Most of the decrease will be caused by outsourcing and the integration of business and IT in many enterprises. As part of the report, Gartner advised IS leaders to make plans by the end of this year indicating whether the IS department's long-term plan is to deliver IT services to the enterprise's business units or provide business value to the overall enterprise. By 2010, Gartner says, 60% of IS workers will have a broader business role.

Big Companies Exploiting Open Source?

A SENIOR FIGURE at the European Commission has criticized several big U.S. IT firms, including IBM, Sun, and HP, for exerting too strong of an influence over the open-source community. The European Commission's Jesus Villasante accused the major U.S. IT companies of using the open-source community as a subcontractor instead of encouraging the overall development of independent open-source products. Villasante says such actions have hindered the development of open source in the European software industry and created "total confusion" in the open-source community as a whole.

PC Shipments, Server Sales Rising

GARTNER PROJECTS that worldwide PC shipments will reach 202 million in 2005. The research company had originally predicted only 199 million shipments for 2005 but changed that after mobile PC shipments increased. Gartner estimates that 26.5% more mobile PCs will be sold this year, while desktop PCs will only attain 4.6% growth. Gartner also reported a 4% increase in server sales in Q1 2005. Total server revenue for Q1 was \$12.33 billion, up from \$11.84 billion in Q1 2004. IBM (\$3.67 billion), HP (\$3.47 billion), and Dell (\$1.33 billion) were the top server vendors of the quarter.

Sun To Overhaul Brand

SUN MICROSYSTEMS IS undergoing a \$50 million brand overhaul, which will include advertising campaigns featuring big-name clients, such as eBay and General Motors, that show how Sun services help consumers and businesses connect and share information. "Sharing" is the new theme for the company, and the new brand centers on this idea using a slim S-curve. Sun has been trying to recover from losing market share to rivals IBM and Dell. It reported a quarterly loss of \$3 billion in April.

HP Debuts Last PA Chip

HP HAS OFFICIALLY INTRODUCED its last high-end Unix servers running HP's own PA-8900 processor. HP introduced the Precision Architecture processor family in 1986 but is looking to simplify server development given increased pressure for larger profits from the company's server group. HP faces competition from IBM and Dell and had a 13.1% revenue growth in the first quarter of this year. HP will encourage customers to move to comparable systems using Itanium processors.

No Major Rush On H-1B Visas Yet

THE U.S. CITIZENSHIP and Immigration Services has not received as many applications for H-1B visas as it anticipated. The visas are available for foreign nationals with graduate degrees from universities in the United States. Last month, the agency began accepting applications for an additional 20,000 H-1B visas after the 65,000 cap for fiscal year 2005 was reformed, but by midmonth only 6,400 graduates had applied. Experts predict that once graduate students receive their diplomas, which they need for the application process, the number of applicants will dramatically increase.

WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 15 major companies in the technology market.

Company	Symbol	Year Ago	May 24 \$	June 1 \$	% change from previous week
Avaya	AV	N/A	\$9.20	\$8.75	▼ 4.89%
BEA Systems	BEAS	N/A	\$8.56	\$8.43	▼ 1.52%
Computer Associates	CA	\$22.17	\$29	\$27.35	▼ 5.69%
Cisco Systems	CSCO	\$22.78	\$20	\$19.62	▼ 1.90%
Dell	DELL	\$35	\$40.25	\$40.44	▲ 0.47%
Electronic Data Systems	EDS	\$16.28	\$19.54	\$19.75	▲ 1.07%
Google	GOOG	N/A	\$256	\$287.70	▲ 12.38%
HP	HPQ	\$21.26	\$22.72	\$22.68	▼ 0.18%
IBM	IBM	\$87.56	\$75.81	\$76.84	▲ 1.36%
Intel	INTC	\$28.14	\$26.96	\$27.33	▲ 1.37%
McAfee	MFE	N/A	\$28	\$28.30	▲ 1.07%
Microsoft	MSFT	\$25.95	\$25.76	\$25.84	▲ 0.31%
Oracle	ORCL	\$11.04	\$12.80	\$12.86	▲ 0.47%
Red Hat Software	RHAT	N/A	\$13.14	\$12.49	▼ 4.95%
Sun Microsystems	SUNW	\$4.22	\$3.84	\$3.90	▲ 1.56%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions.

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Juiced

Without Electrical Planning, Your Data Center Is In The Dark

by Ericka Chickowski

DATA CENTER PLANNING can be overwhelming on so many fronts. With worrying over servers, SANs, operating systems, and applications, many managers fail to adequately address the one thing that runs it all: the electrical infrastructure.



"The biggest problem for most companies right now is that they have an ad hoc server farm that has evolved over time," says Tim Dueck, managing principal for Reliable Resources, a data center design consultancy. "As that happens, a number of things occur. Under the raised floor, things get congested with cables that are abandoned and power distribution units are added on without managers understanding how the loads are balanced." Dueck admits that electrical planning is not necessarily the trickiest part of data center design—cooling tends to top that list—but it certainly shouldn't be minimized.

1,000 right away, why buy two 1,000s right away when 500s would do?"

As equipment in a center becomes more compact and plentiful, managers must also consider the cooling implications of power equipment. These days Dueck says that power sources are migrating.

"One thing that is happening is that instead of seeing PDUs on the raised floor, people are putting them in nearby rooms because the PDU produces a lot of heat and takes up room," he says. "The only problem is that exacerbates the electrical challenge because people inevitably want to fill that space with more equipment."

Changing Power Demands

"What has been happening is that as equipment gets smaller and smaller, people want to put more equipment on the raised floor," Dueck says. "But what many companies have found is that they have plenty of room for equipment, but they can't connect because they don't have enough electrical capacity."

Businesses must weigh efficiency with reliability in order to find the most affordable and scalable electrical solution for the more dense data center. "What you want to try is to have an efficient installation," he says. "For example, if my load is 1,000 and I can get a UPS system sized for that capacity, I'll likely get two for redundancy. That is the most reliable solution. But I could also do it with three 500 models. It is less reliable but scalable. And if your load isn't

1,000 right away, why buy two 1,000s right away when 500s would do?"

Successful Electrical Planning

Dueck says that the key to a sound electrical infrastructure is doing your homework on the front end and remembering to account for power needs anytime you upgrade or add equipment—no matter how small.

"It is a combination of education and preparation," says Dueck about successful electrical planning. "There are people out there that are doing it and doing it well. One of the biggest things they have in common is that they usually have a single point of responsibility for all equipment coming in."

By consolidating the acquisition process, IT can prevent the addition of too much equipment into a limited power source. "There are several customers we know who don't have that in place, and when equipment shows up, the first time they hear about it is when the truck shows up at the loading dock," he says, explaining that when things are this disorganized, IT risks the unauthorized installation of equipment that will strain a creaking electrical infrastructure.

By passing acquisition decisions through a single point of responsibility, an organization

can assess the equipment's power needs and plan the loads in advance without risk.

Dueck says that even small businesses with limited personnel should be practicing ongoing power assessments whenever new equipment is added—even if they can't spare a person to be solely responsible for this duty.

"It is not so much having one person as it is having an identified process that people are assigned to follow," he says.

Don't Break The Bank

IT managers who educate themselves more about the electrical aspect of data center planning have a distinct advantage in that they don't always have to believe what the vendors tell them. This will usually be a money-saver, says Dueck.

"Vendors will try to sell you a lot of stuff out there," he says. He has seen many clients who have been sold by vendors hawking the super-reliability of buying multiple power systems that are too much for their needs. He recommends being wary and favoring efficiency in the planning process. Your CFO will thank you later. □

The Coolest Thing: Planning Tip From An Expert

According to Tim Dueck at Reliable Resources, when moving to or building a new data center many companies waste thousands of dollars by overestimating their square footage and consequently their power needs per square foot.

His company has come up with a planning model that takes a relatively small amount of work compared to the savings it can provide. The idea is to evaluate all equipment that will be going into the center. Each piece of equipment is categorized by platform and type. From there, each category is given a growth rate based on past history for each. By breaking things down, Dueck says his business is usually able to spot inefficient plans that overestimate power needs.

"We had one company that was planning a new data center at 15,000 square feet and 60W per square foot because it already had a 10,000 square foot center and was planning for growth," he says.

But as he investigated, Dueck found that the original data center was inefficient and the growth projections were way too high. For example, the company was using multiple redundancies when a single redundancy would have been just as reliable. It was only filling racks 40% when at the growth rate 60% would have sufficed. By the time Dueck was done, he had shown the company that it only really needed 4,500 square feet currently and with projected growth it would not need more than 6,500 square feet.

"We were able to save them thousands of square feet, and from an electrical standpoint we showed them what actual power demands would be both today and over time," Dueck says. The end result was fewer dollars spent on rent and a smaller outlay in terms of cash needed for electrical infrastructure. He recommends a similar type of model to anyone planning a new data center.

Resistance To IT Automation Is Futile

Continued from Page 1

Shifting Roles To Accommodate Automation

Dan Appleman, co-founder of Apress Publishing and author of "Always Use Protection," explains that automation can mean different things in different situations. "One can picture an IT developer automating enterprise tasks using Windows scripting. One can picture a company going out and buying an application that automates tasks. In the former case, you still have the developer creating, supporting, and maintaining the various scripts and applications. In the latter, you have a new application to learn and support."

Tenable Network Security's Chief Security Officer and author of the book "The Myth of Homeland Security," Marcus Ranum, agrees that automating tasks generally creates new roles that need to be filled. "My experience is that every whizbang technology comes with hidden management costs. So you need to look very carefully at whether or not you're going to save time/staffing by the time all is said and done. I've seen a lot of companies

spend a lot of money trying to save a little money."

Richard Samson is the director of the EraNova Institute and is credited with coining the term "offpeopling." He believes that replacing people with automation has had more impact on the overall

job outlook than outsourcing or offshoring, which both get significantly more media attention.

On his blog site, Samson stresses that as more and more tasks are automated using technology, people need to stay one step ahead of the trend and begin to focus on

skills that can't be easily replicated by machines or computers. By focusing on skills that are more abstract or creative or require more conscious thought, workers can help to ensure they stay ahead of the automation curve.

Bracing For Automation

Innovation and new technology are bound to continue to develop new ways to automate tasks that humans currently do. Rather than ignoring the trend or resisting the changes that are coming, it is better to be aware of them and consider how you can use automation to improve your product or service and help your company compete.

It is a balancing act of sorts that requires some analysis. If you choose to adopt a new technology early, you increase your risk that the technology may not live up to its expectations and you waste money and time. However, if you wait too long to adopt a new technology, you may find yourself lagging behind and giving your competition an edge in the marketplace.

From the perspective of people, it means having some vision about the direction of technology and shifting accordingly. To ensure that your staff's skills don't become obsolete and that they don't end up being displaced by automation

10 Key Business Survival Skills

According to Richard Samson from the EraNova Institute, the skills listed below are those that people inherently do better than machines and that aren't likely to be automated anytime soon. Success in a world that "runs on automatic" will hinge on getting really good at:

- **Symbolism:** Agile word and number manipulation
- **Observation:** Seeing what's there; perception, with motor control
- **Creativity:** Innovation, dreaming up new things
- **Decision making:** Choosing rationally between possibilities
- **Planning:** Determining what is to happen and when; anticipating problems
- **Action:** Having the guts to "just do it," come what may
- **Emotional adjustment:** Managing emotions; venting negative ones and facilitating positive ones
- **Discovery:** Analyzing to find why things went wrong or why they are as they are
- **Social skills:** Getting along, managing, leading, following, and collaborating
- **Responsibility:** Assuming stewardship for self, family, company, community, county, and world

technologies, you need to monitor the trends. It is important to track which technologies or skills are on the way out or may be in danger of being offshored, outsourced, or "offpeopled." Also watch which emerging technologies may represent the next big wave.

By proactively learning the skills of the emerging technologies while phasing out the skills of the waning technologies, personnel can proactively work to make sure they remain in demand, rather than become obsolete. The challenge is the same as it is for adopting automation technology, though. You don't want to adopt a new skill set too early only to find that the skills end up not being useful. You also don't want to wait so long that you end up missing out on the opportunities, as new skills become in demand.

Dan Appleman does not believe that the net result will be harmful, though. "If automation in general reduced the overall number of jobs, the unemployment rate in this country would be much higher than it is—as automation is present in virtually every industry. What automation does is not so much eliminate jobs as change them. Some jobs vanish. New ones appear. Hopefully the overall result is an increase in productivity." □

Making Provisions For Power & Cabling

Proper Planning Does Pay Off

by Chris A. MacKinnon

INFRASTRUCTURE PLANNING for a data center that can support technology-of-choice products such as blade and high density 1U servers is critical. With overheating, congestion, and cabling problems plaguing data centers these days, it's important that data center managers follow the Boy Scouts motto and "Be prepared." Whether a company is looking to build a new data center or relocate or upgrade an existing one, long-term planning is essential for both uptime and financial reasons.

Mike Hines, director of fiber optic products at Ortronics, knows about the challenges facing small to medium-sized enterprises today. "There are three main

challenges in any data center today. The biggest challenge is cooling the equipment; a close second would be the congestion that builds up in racks and under floors. Using cable of a smaller diameter is another challenge that data centers face."

Starting From Scratch

As far as infrastructure is concerned, the best time to be planning for the long term is when a company is building a new data center. When starting from scratch, you can clearly identify the streets and avenues for cabling and power technology. A coordinated layout of all the power and cable elements results in a well-designed plenum space that is able to support the equipment and is flexible for future changes in technology.

The location of the cables is important, but depending on the type of data center, how important

is a matter of opinion. Eric Torell, product information manager at APC, says, "From a greenfield perspective, you can run your power cables either under the floor or overhead. It's wide open." Here's a general rule of thumb: Under floor pathways can be used for permanent cabling, while overhead pathways are used for temporary cabling.

Torell raises other important questions for data centers looking to build. Questions such as what kind of voltage is available? And what kind of power equipment is being used? Torell's colleague, Ed Eacueo, business development manager for rack systems at APC, concurs. "At a minimum, power needs are going to be based on what a data center is going to run right down to the rack level, including the number of power feeds to each rack."

Relocating

When it comes to data center relocation, the main idea is to re-establish the infrastructure with as little impact as possible on business operations. Before the big move, a professional electrician should always be hired to inspect the wiring and electrical system of the new location. It is best to forecast power requirements at least over a 10-year period when sizing a facility. If a data center outgrows power in a short time, it could easily cost well into the thousands.

Struhar says moving to a new data center requires a basic

knowledge in cables. "There are definitely cable limitations, in terms of what is already installed. You have to either build around things or rip them up and start from scratch." Torell offers his guidance on cable location, this



The Coolest Thing: Wright Line EMW2SE

Bad power management in the data center can cause temperatures inside racks and other enclosures to rise. An international company called Wright Line (which designs and manufactures a complete line of consoles, enclosures, and furniture for data centers) has developed a device to aid in the power management process.

The company's EMW2SE environmental monitoring device monitors critical temperatures inside enclosures via the company network. The device includes an internal Web server, requires no software, and is platform independent.

What's cool about this unit is that it combines environmental monitoring and power management capabilities into one device. The sensors in the device include:

- Temperature
- Humidity
- Dry contact
- Water
- Air Flow
- Power-on (Voltage)
- Security (Door)

time with a relocation slant: "When a company is looking to relocate its data center, installing power cables overhead is far better. You do not have to go through the headache of ripping up old cables under the floor."

There are a few things to keep in mind when moving the data center to new premises. Keeping computer equipment physically removed from sources of power quality problems is a good place to start. Also do not run network cabling next to a 120V power line. And using three to six outlets per circuit will minimize voltage

drop, as well as allow for future growth. Any relocation should also include a request for a history of power outages or irregularities in the feeds from the new location's utilities.

Upgrading

According to Momentum Research, 55% of data center IT budgets will be used to upgrade within the next year as current deployments reach their end of life. Upgrading an existing data center should be easier on the budget if you've planned well in advance for it.

Eacueo says to do it Lego style. He says, "When upgrading an existing data center, a modular approach needs to be taken. For example, power and data cabling can be run right on top of the racks if need be. Also if there is a need to expand the center by 10 to 20 racks or so, a mobile UPS can be wheeled right in to accommodate the new racks."

New & Trendy

Mike Hines of Ortronics says, "Something is missing in the data center, an organized way of connecting everything together. Having said that, there is a new standard on the horizon, called TIA-942 [Telecommunications

Infrastructure Standard for Data Centers], that will help bring order and structure to data center layouts." The new standard will provide predictable levels of performance and consistent data center cabling system classifications and interoperability.

Cat 6 cabling is in. "Category 6 copper cabling at 1Gbps is one of the biggest trends right now in data centers," says Hines. But the big push for 10Gbps is on: "The drive right now in data center cabling speed is going from 1Gbps to 10Gbps, or the 10GBASE-T designation," Hines notes. □

Pinpoint The Data Center's Purpose

Continued from Page 1

servers, it's difficult and not always cost effective to house these devices."

Here a data center can shine, because it can be built to specialize in these areas, in turn saving money and headaches over doing the same in house. Cost savings, in particular, is increasingly a driving catalyst for data centers, as finely tuned environments set apart from other company architecture can allow enterprises to develop that entity with the sole purpose of saving money. For instance, where open source installations could tangle wildly with existing in-house applications, a data center could create an ideal haven for low-cost applications.

This separation from in-house architecture also delivers an effective solution for companies looking to protect sensitive data. While even today's Tier-1 data centers provide impressive security measures, companies that work with substantial amounts of sensitive information could need to consider more aggressive techniques found in higher-tiered centers.

Reaching Out

In-house expertise, or lack thereof, can also determine the purpose of a data center.

According to Hunter, small to midsized enterprises often find that while in-house staff is generally effective for putting out fires and overseeing gradual infrastructure growth, it's not always a gold mine for cutting-edge technical expertise.

"It may be difficult for your in-house staff to efficiently deploy and handle a system that a data center could easily take care of," he says. "Or you might decide that you need only desktop support and would rather house servers offsite, thereby reducing head count."

In such a needs-driven situation, a managed hosting solution could supply both the talent and time required to manage the servers and network devices. Even if you have the talent but not the time, such a solution could still provide benefits.

"A lot of IT engineers are wearing the hats of business manager, IT manager, and project manager," Hunter says. "Transferring some of the engineering and network upkeep to the data center will offload some of this responsibility and make for more efficient employees."

A hosted or colocated solution can also introduce the matter of convenience. If your company outsources a bulk of its IT services, you could easily discover that the primary purpose of your data center needs to be

accessibility. A centrally located center can allow vendors to access the facilities without the presence of staff and can also allow more robust access through Internet, dial-up, and point-to-point connections. Hunter points out that data centers can also offer conference rooms, kitchenettes, and even showers to

support the efforts of many vendors during multiday system deployments.

Examining your company's data and its role in the organization isn't necessarily enough to determine the purpose and function of your data center. Taking a few steps back to consider your company's overall strategy, talent, and processes can help you design and procure precisely the data center you need. □

Nail It Down

Although many of today's standard data centers can handle most basic enterprise needs, it's best to determine the purpose of your data center before your beginning technical planning. By considering the varied purposes of data centers, you can target precise needs for your upcoming data center.

Facilities. Data centers can easily solve lack of space, bandwidth, power, cooling, and other architectural roadblocks.

Security. If protecting enterprise data is the name of the game, a company can use (or rent) a fortress-like data center to protect against all physical and network-based attacks.

Cost. Although the initial cost of a data center can be steep, most enterprises enjoy long-term savings that wouldn't have been realized if the data stayed in-house. Separation from in-house architecture can provide an ideal opportunity for open-source use.

Personnel. If there's a lack of talent to manage existing systems, a hosted solution can effectively fill the gap by providing expert personnel to handle all aspects of the data center. Existing talent can focus on other in-house business matters.

Accessibility. Outsourced systems can be a hassle, but an offsite data center allows easy accessibility, and sometimes conveniences, for vendors.

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The ABCs Of Access Control

How To Keep The Bad Guys Out (But Let The Good Ones In)

by David Garrett

• • •

HOW IMPORTANT IS access control? It's simply vital. Take the case of Avon's data center, for instance.

In 2001, the beauty supply vendor stared down disaster when the access control system at its Rye, N.Y., data center crashed beyond repair. Because Avon did more than \$4 billion in business that year with over 3 million sales reps, a problem like this could have cost the firm millions (or worse).

But Avon fixed the problem in three weeks flat, tearing out a 10-year-old system and rebadging all 700 employees at the data center. Problem solved? Yes, but it raised questions for IT managers all over the world: How do you safeguard your data center from uncontrolled access? Is it enough? And how do you sift through the hype to find the right products?

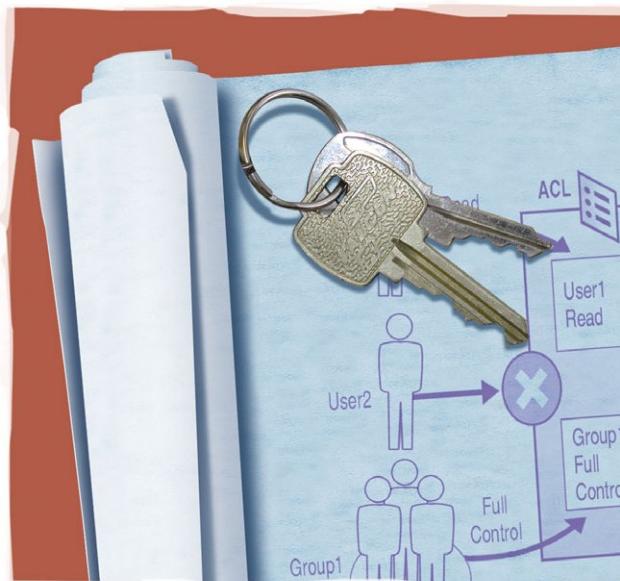
Starting From Scratch

When Avon crashed, it called Isac Tabib for help. Tabib, now a vice president with Diebold Enterprise Security

based on that. Or it sounds an alarm if more or less people are there."

Time To Move?

What do you do if you're moving your data center, perhaps to colocate it?



In that case, access control won't be under your control at all. You'll be left with the system that's in use by your vendor, and that may or may not be enough to keep bad users out.

But according to Jon Inaba of DirectNET, a provider of data center management solutions, most access

"More customers are starting to investigate linking their logical, network, and physical security together."

- Joe Anthony, IBM

Systems, is an expert in access control and offers a host of advice for data center managers.

For instance, if you're building your data center from scratch, you can start with the latest gear on the market. For Tabib, that means sleek biometrics to identify users by iris. "This is one of our favorite techniques," he says. "You simply look into a tiny mirror. Behind it there's a camera that looks at your iris. And it's relatively quick, somewhere between one and two seconds."

Tabib and his team use Panasonic technology. But some biometric systems, he notes, might cause problems. "Take fingerprints. There's some resistance on personal hygiene grounds. Sometimes you can't afford to have people touch the same surface one after the other. You just don't know what's on someone's hands, and you don't want to cross-contaminate."

But there are also products that make iris scans seem low-tech. Systems from Mate can peer into a room and count the people in it and then apply time-based rules to the results. "For instance," says Tabib, "you could state that no more than two people can be in the data center at any time. So the system counts how many people are in the space right now and makes decisions on entry and exit

problems don't involve evil intent. "Most of the errors that occur aren't malicious," says Inaba. "You have someone who makes a mistake. They

The Coolest Thing: IBM's Tivoli Identity Manager

New users can be a nightmare. Not only do you have to train them, but you have to set up accounts and determine access rights for each of them on every network, system, database, and application you have—not to mention access to your data center itself. That's a lot of work, and when you add users from other firms to the mix (such as partners, vendors, and consultants) your access control becomes a puzzle in logistics.

Enter IBM's Tivoli, a suite of products designed to improve and even automate access control and identity management, even to the data center itself. For instance, with the Tivoli Identity Manager, you can get users online quickly with a single Web interface that lets you define a user once (and determine his access rights) but extend that definition across multiple networks, systems, and applications. It also gives users a number of self-service options, such as password resets and synchronizations. The result? Your help desk and network engineers don't get bogged down with single updates to user accounts, and more importantly, your systems are more secure.

The Tivoli Identity Manager works on AIX, HP-UX, Solaris, and Win2000 and also includes complete audit reports on who has access to what, a boon not only in securing your network but in ensuring compliance with complex laws such as Sarbanes-Oxley, as well.

Other Tivoli products, such as the Federated Identity Manager, let users log on to different systems (even systems from vendors or partners that you don't control) with only a single username and password, so they don't have to reauthenticate each time. Called SSO, or Single Sign-On, this technique does more than give end users a taste of convenience. It lets you calibrate your systems with partners for strong, policy-based security.

kick a power plug out. Or it's a janitor mopping the floor, and the extra humidity makes something malfunction."

In that case, you'll need to ensure that your new host is just as wary of mishaps as you are. If they're not, Inaba suggests that you allow user sessions based on times for optimal performance. "You can lock a person out based on the time of their session so you don't have people working on a machine at 2 a.m. when they're tired and likely to make a mistake."

Perhaps An Upgrade?

If you're simply upgrading your system, you might look to software for access control, as software can be less disruptive than hardware to install (at least in theory).

Products such as IBM's Tivoli system keep the right users on the right systems and unwelcome eyes (and hands) from private data.

Joe Anthony, IBM's director of identity management software, Tivoli, says, "More customers are starting to investigate linking their logical, network, and physical security together. For example, Tivoli Identity Manager can provision a new employee to get an email account, be placed in the corporate directory, be set up in the wireless network and VPN via the Cisco ACS server, and be issued a smart card for physical access, including the data center."

The result? You can give employees access to the right systems on their first day on the job and remove them from all your systems on the day they leave—all in just a few keystrokes.

So what's the bottom line on access control? If nothing else, it's this: The range of systems, software, and hardware means that no single product is right for all users. That means choosing your access control wisely is one of the best choices you'll ever make. □

Cooling/Environmental Planning

Future Changes & Specialized Needs Should Weigh Into Data Center Planning

by Stephen J. Bigelow

COOLING IS AN ABSOLUTELY essential part of any data center. Not only must tremendous heat be removed from servers and other systems, but ambient room temperature must also be maintained for the safety and comfort of data center personnel. Unfortunately, managing the environment of a busy data center isn't just a matter of cutting a hole in the wall and mounting an air conditioner. Planners need to consider a range of environmental/safety factors, make suitable allowances for future growth, and stay on budget.



The Office Pro 18 from Denso can provide 16,800 BTU per hour of cooling for server or telecom equipment rooms.

Let's look at trends that every planner should consider.

Planning Is Everything

It's easier to address questions and issues in the planning phase than to fix errors or oversights once an installation is complete, so any new data center (or renovation) project should start with a series of key decisions. John W. Martin, marketing manager at Data Aire, offers several suggestions. "First, the decision needs to be made whether to outsource the

task. Issues such as reliability, backup, disaster recovery, and uptime percentage could come into consideration. Next, if the decision is to build, should it be renovation of an existing facility or a new building? Issues such as security, resources, safety, and scalability fault tolerance could all be important. If the decision is to build or renovate, then there is another set of issues to deal with: the amount of cooling required, distribution of the cooling (up-flow, down-flow, or ducted), and how best to control the precision cooling." Actual product choices (using air-cooled, water-/glycol-cooled, or chilled-water technologies) are some of the last decisions—not the first.

John Doran, manager of the heat management department at Denso, a leading global supplier of advanced technology, systems, and components, also reminds designers to expect extremes in any environmental planning. "The reality is there is no one perfect solution, especially when you consider the real-world environment is constantly changing. Our best recommendation for data center planners is to consider some of these likely and worst-case scenarios that might affect their cooling systems. Then contingency plans can be developed, ensuring that backup solutions are available to maintain the reliability of the network/data center."

Of course, deciding on exactly how much cooling is necessary for current systems and future growth is not typically an easy calculation to make, often because the "true" heat output for electronic devices is not always known, a situation that Martin says will change soon. "ASHRAE's [American Society of Heating, Refrigeration, and Air-conditioning Engineers'] publication 'Thermal Guidelines for Data Processing Environments' refers to a 'Thermal Report' that many



hardware manufacturers will soon be providing. These provide true heat outputs rather than nameplate data. Once the true heat load is known, then proper precision-cooling equipment can be selected." With such real-life data available to planners, less money is wasted purchasing unneeded cooling capacity. "Another area that is often overlooked is vapor barrier needed to maintain proper humidity in the space," Martin says. He notes that air distribution is also important; any air below a raised floor installation should be unobstructed by debris or partial walls, and any openings for cabling should be sealed to prevent bypass air or infiltration.

Avoid The Potholes

Although thorough planning and sound design strategies can streamline data center cooling projects, there are still some potential traps to be avoided. Doran is particularly alarmed at the use of inappropriate cooling devices in IT settings: "In portable cooling there are manufacturers of units originally designed for residential/personal use that are claiming increasingly higher outputs. However, many users have been disappointed when they tried to use these for cooling their small 'server closets.' "

In spite of the hype and extremely low costs, he points out that residential/personal air conditioners often lack the reliability, service, support, air flow (in CFM), and

static pressure needed to adequately move the required air volume in a data center. One way to ensure performance is to verify that any prospective cooling system has been certified for performance by the ETL, the environmental testing and certification division of the Intertek Group. He notes that any cooling solution should also address the issue of condensation elimination; all cooling produces water through condensation, and that water must be adequately

drained or pumped away to ensure 24/7 cooling operation.

Another potential problem emerges when businesses turn to cooling vendors for planning and design assistance. While cooling manufacturers (and their representatives) can be excellent sources of technical information and assistance, both Martin and Doran agree that enterprise decision makers must employ a healthy dose of common sense when incorporating any advice into their data center plans.

Doran points out that physical limitations can sometimes sink a new data center just as easily as inadequate cooling decisions. "Another frequent challenge is with the limitation of potential cooling solutions due to the physical restrictions caused by the building or by the building management, such as having access to outside ventilation or water sources. And if not, what is the installation cost? And will property management or local code allow it?" Thus, the cooperation of building owners/managers may also become gating issues in any data center plans.

Pointing Toward The Future

Unfortunately, even worst-case cooling scenarios cannot adequately accommodate the future needs of a data center. Virtually all installations will grow over time with additional equipment. Sometimes

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The Coolest Thing: MovinCool Office Pro 18 Portable Air Conditioner

With server footprints shrinking and the trend toward concentrated computing power (blade servers and server clusters), data center managers may eventually be faced with hot spots: areas where conventional "area" cooling equipment may not adequately maintain excessively hot equipment. Supplemental cooling may be just the answer, avoiding the downtime and expense of major cooling system renovations.

The MovinCool Office Pro 18 (\$3,655) offers 16,800 BTU of cooling per hour in a fully self-contained portable package. Simply roll the wheeled chassis into place, plug the power cord into a 115V AC outlet, vent the warmed exhaust air (usually through flexible duct piped into dropped ceiling), and the unit will provide supplemental cooling to help manage areas of excessive heating in the data center.

The mobile nature of the Office Pro 18 (with its standard voltage requirement) allows the unit to be installed anywhere that supplemental cooling is required. With optional air ducts, cooling can even be directed into specific pieces of equipment for precise heat management. The Office Pro 18 is ETL certified for cooling performance and includes a programmable control panel for operation over evenings and weekends. An optional condensate pump is available that automatically drains accumulations of water, making the unit a truly unattended supplemental cooling solution.

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Fire Department

Know How To Fireproof Your Data Center

by Elizabeth Millard

OF ALL THE COOL technology in a data center, there's one system that no one ever wants to use or even have tested: the fire protection system. Of all the dangers to a bank of machines, smoke and flames rank right up there with flooding and natural disasters as a top concern for IT managers. Fortunately, there are ways to minimize the threat with careful planning and, especially, the right products.

Must-Haves

For those fortunate enough to be able to build a new data center, fire protection options abound. Thanks to the increased importance of technology and the subsequent higher profile for data centers, architects and builders are more aware that these centers have special issues. That's led to the creation of more clean-agent fire suppression systems that use chemicals rather than water.

The systems work by breaking up the chemical reaction of fire. Each product employs this strategy in a slightly different way, but most target the oxygen that fire uses to spread. With no oxygen molecules, the fire essentially smothers, and equipment is safe because there's no toxic residue or chemical damage with the tactic. Systems include Inergen, Sapphire, and ECARO-25.

When building a new center, planning on incorporating systems such as these is essential, says Peter Sacco, president of design firm PTS Data Center Solutions. "When you're constructing a new center, you're going to have to put in a different system than the rest of the building will

have," he notes. "Most likely, every other part of the building will have sprinklers, so an IT manager will have to be involved in the planning to make sure that's not automatically put into the data center, as well."

One of the newest fire suppression systems is aerosol-based, he adds, coming into the data center world from the space industry. These systems, such as Aero-K, either



deliver an oxygen-snuffing aerosol gas or use aerosol to propel other types of gas that hang in the atmosphere and basically wrap a protective blanket around systems. Although these aerosol-based systems are only just starting to be introduced in new center construction, Sacco believes they should be more widespread within the next few years. (For more information on Aero-K, see the "The Coolest Thing: Aero-K" sidebar.)

Buyer Beware

If a company is relocating or colocating its data center, fire protection should already be in place, but Sacco warns that

there should be special care taken when signing the lease on a place that has Halon 1301 as its fire suppression system.

Halon is an odorless, colorless gas that extinguishes fire by tweaking the combustion process. It was embraced by places such as data centers, libraries, and art museums because it didn't leave any residue. But in the late 1990s, Halon was found to be environmentally damaging, as well as potentially harmful to anyone doused by it—not a good situation for IT employees who might be in the data center when a fire breaks out in the building.

Although Halon was banned for new construction, it wasn't outlawed, and refill tanks are still available for the systems that are still in place. That means if a data center manager is looking to collocate, and the facility in question was built before the mid-'90s, it's possible that a Halon system is in place. Besides environmental and health concerns, it's worth thinking about stripping the system or looking for another facility, Sacco notes, because Halon is frequently considered a poor alternative to a water-based system. For Halon to work, the room has to be airtight because the gas is heavier than air. That means any raised flooring or open vents could render the system less effective.

Data Center Makeovers

For companies that aren't building a new data center but want to spiff up their existing facility, fire protection issues get more complicated. The replacement of one system with another isn't just a discussion for the architect and the IT department head; rather, the local fire authorities also have to be involved. Sometimes a municipality won't allow a nonsprinkler system to be put in place, no matter how effective it might have proven to be in other facilities.

"Unfortunately, systems have to conform to rules set up by the municipality where the data center is located," says Sacco. "The fire inspector could approve a chemical-based system in new construction but not approve the capping of a wet sprinkler system in a remodel. That's pretty common."

In that case Sacco notes that data center managers should work with the architects to develop a preaction system, which holds water in check until it's absolutely necessary. Such a system will fill the pipes with water but won't release it until there's a significant amount of heat in the room.

In general Sacco recommends that every data center, whether new or old, should have a multilayered system in place for fire protection. That includes having the latest fire suppression system but also doing periodic testing, assigning responsibility for system upkeep, and integrating the fire protection with other temperature controls. □

The Coolest Thing: Aero-K

Peripheral Manufacturing's Aero-K is likely to appeal to many budget-conscious data center managers. (And hey, what manager isn't budget minded after the past few years?) Unlike systems such as Inergen and ECARO-25 that require the installation of pipes and pressure vessels, Aero-K uses a generator system, which cuts down on installation costs. Each self-contained unit produces a fire suppression aerosol stream that the company claims is more effective than gaseous agents because aerosol's ultra-fine particle size makes it work faster.

One drawback is that there's some minor cleanup involved, and the room does need to be vented out after use, which isn't a requirement with some gaseous agents. But, in general, the system is cool because the company specifically designed it with data centers in mind, making sure it puts out the flames without harming electronics or media such as tape disks.

Cooling/Environmental Planning

Continued from Page 9

this growth occurs as computing capacity is added (or aging equipment is upgraded with more powerful platforms). In other cases the industry's trend toward consolidation may eventually force more equipment into the available space, as remote sites are relocated to your data center. Consequently, both Martin and Doran agree that data centers should incorporate contingencies for future growth.

Martin suggests that infrastructure be included to allow for

expansion. "It is best to anticipate the entire potential load of the space and install electrical service and piping in the beginning since retrofit is extremely difficult. This is not to say that all the precision-cooling equipment needs to be installed if it's not being used." But he advises against installing unneeded cooling equipment. "Only install that equipment necessary for the current and near-term expansion. Matter of fact, units should not be installed that will remain idle for several months

or longer, as this may lead to a host of problems."

Martin points to several other emerging trends in data center design. For example, raised floors are getting higher (often higher than 24 inches) to allow for more infrastructure while achieving greater accessibility. He also notes the increased emphasis on standby or dual power sources for cooling systems. Even when servers and other data center equipment continue to work on backup power, cooling units are often left unpowered,

potentially exposing the data center to damage. Finally, Martin notes increased use of network-based cooling controls, allowing an administrator to monitor and control cooling from the corporate intranet or across the Internet.

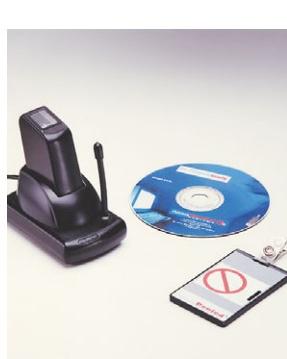
Doran observes that more heat is often concentrated into smaller areas (such as blade servers), sometimes making conventional "area" cooling solutions ineffective. In such situations he advocates the use of spot-cooling units (a particular specialty of Denso's MovinCool division) to address troublesome heat concentrations. Spot coolers are small and portable

and can typically be implemented far more cost-effectively than adding raw cooling capacity.

Ultimately, cooling technologies themselves are undergoing slow but steady changes, most notably in refrigeration gasses and power efficiency. Martin says that current ozone-damaging gasses such as R-22 should soon be replaced with "green" refrigerants by 2010, although Data Aire already uses R-417A and R-407A in many of its systems. Energy efficiency (achieving more cooling with less power) is another concern that cooling manufacturers are actively addressing. □

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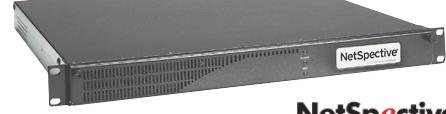
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Intrusion Prevention System

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PRODUCT RELEASES

ADAPTERS, CONTROLLERS & NETWORK INTERFACE CARDS

■ **Agere Systems** expanded its line of Gigabit Ethernet products with GigEasy, a USB 2.0 to Gigabit Ethernet adapter, and GigX, an ExpressCard form-factor Gigabit Ethernet adapter. The GigEasy converts any USB 2.0 port (on a Win2000/XP machine) into a 10/100/1000 Base-T Ethernet port; Link and Activity LEDs display an active link and network activity. GigX enables a PC to support 10/100/1000 Base-T Ethernet and is compatible with most laptops; the GigX slips into the ExpressCard slot of any PC.

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■ **Emulex** announced its LP-1005-DC, a new Fibre Channel HBA designed for IBM eServer BladeCenter environments. The product has dual-channel capabilities and is fully driver compatible with the company's entire line of HBAs. The product is

tested for use with both Windows and Linux.

GRAPHICS & VIDEO

■ **ATEN Technology** announced the MasterView Dual-View CS-1744, a dual-view KVM solution that also has USB functionality. With the CS-1744 you can control up to four dual-view computers with VGA, SVGA, or MultiSync monitors. The CS-1744 also has a 2-port USB hub that lets you share peripherals between computers connected to the hub. Other features of the CS-1744 include microphone and earphone jack inputs, a maximum display resolution of 2,048 x 1,536, and programmable hot key operations.

.....

■ **Digi** introduced the Digi ConnectPort, a network-enabled video display hub that allows standard video displays and other devices to be anywhere on a LAN or other IP network without a locally attached host PC or thin client.

The ConnectPort also supports standard terminal emulation, allowing end users to deploy the Digi ConnectPort into an existing multimode fibers and supports DVI or RGB video, keyboard, mouse, USB, serial, full-duplex stereo audio, and DDC. It also has a stereo graphics port. The DCS72 has nonblocking matrix capabilities for eight to 144 inputs.

.....

■ The new DVI KVM Switch from **IOGEAR** comes with either two or four USB ports for accessing multiple systems with a single DVI display, keyboard, and mouse. The new switch is extremely flexible, allowing you to print from one system and switch to another system before the print job is complete. The 2-port system sells for \$249.95, and the 4-port system sells for \$349.95.

.....

■ **Logical Solutions/Thinklogical** introduced Dual-Link DVI KVM, a digital fiber extender with a built-in cross-point switch line, and the DCS72, a digital matrix switch. The products are designed with animation, simulation,

financial, and scientific fields in mind. The Thinklogical KVM requires no more than two or three multimode fibers and supports DVI or RGB video, keyboard, mouse, USB, serial, full-duplex stereo audio, and DDC. It also has a stereo graphics port. The DCS72 has nonblocking matrix capabilities for eight to 144 inputs.

NETWORKING

■ **Redback Networks** announced the new version of its flagship platform, the SmartEdge Service Gateway, featuring performance enhancements that allow up to four times the throughput and processing power of the current system. These enhancements are in large part due to a new IP Engine processing chip from Redback that powers 10 Gigabit Ethernet and 10- and 20-port Gigabit Ethernet cards. The SmartEdge Service Gateway has the ability to update software without sacrificing overall performance. The system maintains

state while updates are being gathered, and once these updates have been installed, the modules automatically refresh themselves.

.....

■ **SMC Networks** announced its latest Enterprise connectivity products. Among these products is the EliteConnect 2.4GHz 500mW Power over Ethernet Amplifier, which enhances signal strength of numerous forms of access points, bridges, and high-gain antennas. SMC also released the Elite-Connect Wireless High Gain 5 dBi Omni-Directional Antenna, which is designed for both point-to-point and point-to-multipoint applications and features 360-degree coverage for a span of up to 1.5 miles. The Elite Connect 2.4GHz 500mW Power over Ethernet Amplifier is available for \$499.99, while the Elite-Connect Wireless High Gain 5 dBi Omni-Directional Antenna costs \$84.99.

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Business-Class Technical Support Services

A Value Proposition For Owners Of D-Link Hardware

by Alan Petraske

• • •

WHETHER YOUR BUSINESS approaches enterprise level or remains closer to the small business/home office, your IT needs, including the need to protect the business investment in your infrastructure, are basically the same. The only real difference is that the small to medium-sized enterprise must meet its needs with a smaller budget—in many cases with a much smaller budget. In recognition of this fact, network connectivity vendor D-Link has designed a tiered service package providing smaller businesses with a flexible amount of support at a cost-effective price point.

"For the SMB adding support services to each D-Link hardware purchase adds unmatched value over competitive offerings," says D-Link's

business channel director Robert Robinson. "In most feature-for-feature product comparisons, the total cost of ownership of D-Link hardware plus D-Link's Network Services protection is significantly less than the cost of competing hardware alone, without counting the cost of support services."

In the illustrated cost-value comparison, D-Link hardware for a network backbone is compared with competitive hardware at prices D-Link considers average for this configuration. Note that the savings shown are available only when you own D-Link hardware. The company's support services do not extend to other vendors' products.

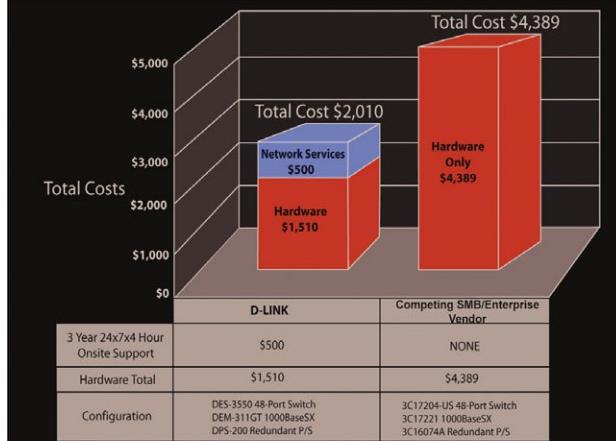
To provide flexible support, D-Link Network Services are grouped into three areas: onsite response, equipment replacement, and help desk services.

Customers can choose either a four-hour or next business day onsite response, with either 24/7 or 9 to 5 telephone access. Equipment replacement is provided either within a four-hour window or on the next business day during business hours. Help desk support to troubleshoot or eliminate network issues is available around the clock, 365 days a year. D-Link Network Services are offered in partnership with the NCR Corp., leveraging NCR's array of services, technicians, and global geographic coverage.

In the IT support services space, industry leaders IBM and HP, plus newer entrants such as Dell, include services similar to D-Link's among their service offerings. In each case support is provided in multivendor hardware environments. D-Link support services are restricted to proprietary hardware.

D-Link Network Services are sold in Service Packs from D-Link authorized resellers. D-Link offers renewable annual or three-year contracts. □

D-Link Cost Value Comparison



SNAPSHOT

D-Link Business-Class Technical Support Services

Prices start at \$500 and vary depending on customer needs and the reseller's business relationship with D-Link

Offers customers onsite response, hardware replacement, and around-the-clock tech support

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IDS/IPS/DoS

Virtual Booth 3874 Virtual Product 1710



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PRODUCT RELEASES

Continued from Page 13

PRINTERS & SCANNERS

■ **Dell's** new Thermal Receipt Printer T200 offers dual color and three interfaces (serial, USB, and powered USB). The T200 is compatible with most POS systems for retailers to upgrade quickly and easily. The T200 is available for \$299 or as part of Dell's POS bundle, which also includes Dell's new Retail Integrator. The Retail Integrator lets retailers integrate a Dell OptiPlex SX280 Ultra Small Form Factor desktops, monitor, and keyboard (with a magnetic strip reader).

SECURITY

■ **Barracuda Networks** released Barracuda Spam Firewall—Outbound Mode Rate Control System, which thwarts phishers and spammers from sending spam and viruses through protected networks. The Rate Control System lets IT administrators control outbound mail flow through fixed

thresholds. By fine-tuning email traffic, Barracuda claims IT administrators will be able to easily locate compromised PCs. When a specific email account exceeds the predetermined threshold, the Rate Control System automatically blocks subsequent emails from that account, often preventing a company's IP address from being placed on an RBL (Real-time Blackhole List). Barracuda Spam Firewall—Outbound Mode supports up to 30,000 users and 1.5 million daily emails.

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■ **Blue Coat Systems** released the 1U rackmount ProxySG 200, which can apply the Web security policies in place at the main branch to remote offices and locations. The new device features up to 512MB of memory, 40GB of disk capacity, a built-in pass-through card, and Blue Coat's custom SGOS operating system. Administrators can manage the appliance, as well as back up, restore, and distribute policy

files with Blue Coat's Director management platform. Pricing for the base model starts at \$1,995.

SERVERS

■ The NovaScale 5085 and 6085 are the latest eight-processor servers from **Bull**. The compact servers support Windows and Linux OSes, and Bull claims the servers will reduce implantation and operational costs in grid and cluster infrastructures. Both servers have an optimized 8U module and support up to four internal disks, giving them a density twice that of the NovaScale 5080 and 6080 servers. Each NovaScale 5085/6085 server uses SWsoft's Virtuozzo software and features eight Intel Itanium 2 processors, 64GB memory, and two to four internal SCSI or RAID Fibre Channel system.

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■ The new NetFRAME 1620 and 2620 from **MPC Computer** both offer up to two Intel Xeon

processors running on Intel's E7320 chipset. Both support Intel's EM64T technology, allowing them to access additional memory (up to 12GB of ECC DDR memory) and run 64-bit operating systems, and both include PCI-Express expansion slots. The 1620 offers a 1U design and support for a maximum of three SCSI or SATA hard drives, while the 2620 supports up to six SCSI or SATA drives in a 2U design.

SOFTWARE

■ **Accellion** announced two new versions of its flagship product. Accellion Courier Standard File Transfer Appliance is designed for single-site and medium- to high-volume users and is supposed to simplify file transfers while offering end-to-end file security. Accellion Courier Enterprise File Transfer Appliance is designed for multisite and high-volume users and supports plugin integration with Outlook and

Lotus clients, as well as clustering for multisite load balancing, intelligent replication, and failover.

.....

■ **AXS-One** will release AXS-One Compliance Platform 3.5 sometime in June. The newest version of the AXS-One Compliance Platform lets users securely archive and manage virtually all electronic records, including email and instant messages. The new version features Rapid-AXS search technology that produces rapid search results across massive volumes of archived data using a grid computing architecture. This technology can search through 10 million email records in two to three seconds, with no increase in search times due to greater amounts of data. Other improvements include enhanced single-instance storage abilities, Apache/Solaris support for Content Portal, and additional platform support for Windows and Sun Solaris.

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Blending Application Access & Secure Granular Control

Citrix SSL VPN Appliance Offers The Best Of Both Worlds

by Daniel P. Dern

STANDARD SSL VPN gateways offer secure remote Web/portal access for browsers and other applications; IPSec VPNs offer secure tunnel connections to corporate networks.

Citrix's new Access Gateway 4.0 appliance lets companies provide employees with secure remote access to any application hosted on Citrix Presentation Server, as well as distributed Windows and UNIX applications, direct-access Web applications, network file shares, data and collaboration services, and telephony services using VoIP softphones. According to Citrix, companies get the benefits of

both SSL and IPsec VPNs without the cost or complexity of either.

Competitively, there are SSL VPN appliances from vendors including Aventail's EX-1500 and EX-750; Cisco's ASA 5500 Series

Adaptive Security Appliances and PIX 500 Series Security Appliances; and Juniper Networks' NetScreen-RA 500 Series, NetScreen-SA 1000 Series, and NetScreen-SA 3000 Series. "We see SSL VPNs as part of an access strategy, and in turn part of a security strategy, rather than as a standalone product," says Aaron Cockerill, director of product management for Citrix Systems.

Enhancements to the Net6 product include support for Citrix's ICA client protocols and interaction with them without need for a VPN tunnel client.

"You don't even need to launch a browser," notes Cockerill. "The ICA client can establish a secure VPN for itself to the Citrix Presentation Server. For example, the Gateway lets a user connect securely to a program like

Outlook with a single click; the intermediary steps are handled automatically."

According to Robert Whiteley, analyst at Forrester Research, "Citrix's Access Gateway SSL

Companies get the benefits of both SSL and IPsec VPNs.

VPN appliance pushes the VPN functionality further into the OS stack, allowing it to act like IPsec and better handle real-time traffic like VoIP."

The Access Gateway also includes administrative access control, letting organizations

allow/restrict access based on user role, device, location, and connectivity policies.

The standard version of Access Gateway offers authentication to a simplified portal page hosting internal links or to an existing portal page. The advanced version of Access Gateway includes two portals: the MetaFrame Secure Access Manager and a simpler, lighter-weight portal interface that can do policy-based redirection, for example, directing a PDA or phone to a page that will reformat content to fit the target device's display.

The Access Gateway with the Advanced Access Control Option is packaged with Citrix Presentation Server and Citrix Password Manager and sold as the Citrix Access Suite 4.0. These products form the foundation of the Citrix Access Platform. □

Carrier Security System

Virtual Booth 3709 • Virtual Product 1312



Starting at
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Designed for network, edge or core deployments in large enterprises, carriers and MSPs, the FortiGate-5000 family delivers complete content protection on a flexible platform that can scale from 2 to 14 blades and can cluster numerous blades in a single chassis-based system. It integrates the following security functions: firewall, antivirus, IDS/IPS, VPN, content filtering, traffic shaping and anti-spam.

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Virtual Booth 3888 • Virtual Product 1751



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PRODUCT RELEASES

Continued from Page 14

■ **BlueArc** introduced a new storage software suite for Titan Network Storage Systems. The package consists of five components, including Virtual Servers, Data Migration, iSCSI support, Remote Volume Mirroring, and the introduction of a WORM (Write Once Read Many) file system. With the new release, users can establish up to eight logical servers within each physical storage system, create rules-based policies, mirror data at different locations in real time, and help prevent data corruption and loss.

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■ **Bull's** secure management software unit, Bull Evidian, announced AccessMaster 7.0, which is an Identity and Access Management suite for enterprise environments. Through the use of a Virtual Identity Repository, Bull's suite can manage a large number of users, as well as sensitive and non-sensitive data, regardless of location and proximity. The suite also delivers comprehensive and modular security provisioning, PKI certificate management, dynamic access control, and SSO across

multiple platforms and technologies. The unit also launched the IAM NOW (Identity and Access Management NOW) initiative, which is aimed at enterprise-level organizations. IAM NOW is designed to help businesses set up a modular, identity management infrastructure for managing networked users and data.

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■ **Computer Associates International** announced the Unicenter Database Management for DB2 UDB, which is a compilation of automated and integrated tools for managing databases across multiple platforms. The offering can help administrators streamline database design, more quickly deploy database-driven applications, more easily find information within the database, and track database performance. Supported platforms include Linux, Unix, and Windows.

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■ **Covalent Technologies** released ERS (Enterprise Ready Server) 3.0, which is a Web infrastructure stack. The server boasts Apache 2.0 and 1.3 Web servers and has two releases of Apache Tomcat,

which means administrators can use Tomcat 4.1 or 5.0. According to Covalent, the server will support 5.5 soon. The server supports PHP, mod_perl, and TCP/IP network file transfers via FTP and includes the J2SE environments and Jakarta Tomcat software module. The server also lets administrators run Apache 1.3 and Apache 2.0 in conjunction or in separate instances on the same machine. Covalent offers a single license per server model, which means users can run multiple sites on a server under the one license. ERS supports AIX, IBM, HPUX, Solaris, Linux, and Windows.

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■ **DataCore's** SANmaestro Utilization & Analysis Suite analyzes and monitors SAN and Windows-based machines. DataCore is targeting the system at users who need to monitor performance trends and I/O behavior, or who want to bill based on storage utilization. The system profiles usage patterns; exports data to Excel, SAS, SAP, and Oracle; and can output to the user's billing application. DataCore also offers an extensible

spreadsheet and display builder. The SANmaestro is available for under \$15,000 per network site, and DataCore offers custom pricing packages.

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■ **EMC** announced EMC Documentum CIS 5.3, software that automates the classification and categorization of enterprise content. The application includes new features such as distributed competence management, multiple language support, prepackaged taxonomies, and a unified architecture.

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■ **FalconStor's** VirtualTape Library software supports tape-based and CDB (continuous disk backup). The utility supports remote boots via iSCSI, HBA, and PXE; manual backup; and file or full-system recoveries. According to FalconStor, the utility reduces data loss and downtime. The CDB feature journals incoming data, combining it with system snapshots to create known good configurations that users can access after a system disaster. Administrators can use recovery CDs or mounted snapshots. The utility

can also focus on centralized or scheduled data replication.

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■ **GoRemote Internet Communications'** GoRemote Branch Office 3.0 offers an Internet SLA and incorporates broadband service, real-time management, real-time monitoring, and managed security tools. GoRemote Branch Office 3.0 supports QoS, VoIP, and Web filtering, which lets companies block access to sites and services that might put the company at legal risk. Go-Remote Universal Remote Control provides monitoring of up/down and impacted service conditions, such as excessive latency, packet loss, and usage, as well as dial backup condition.

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■ **HighJump Software** announced a streamlined version of its Compliance Advantage product, called Compliance Advantage Select. The product features everything needed for full electronic product code compliance, including software, RFID reader and printer hardware, implementation services, product testing, and training.

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Easy & Reasonable Backup Technology

Fastora's ExBoot EXB-0131 Makes Backing Up Affordable

by Frederick Nevin

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MOST SMALL BUSINESS owners neglect backing up important data and recovery because they view it as expensive and complicated. But Fastora is trying to alter this perception with the introduction of its newest product, the ExBoot EXB-0131.

Designed for small businesses, the product provides the user with an affordable and simple way to back up operating systems programs and files. The EXB-0131 is available in various capacities, including 160GB, 250GB, 300GB, and 400GB. The company hopes to expand distribution during the next

few months, according to Joseph Freeman, marketing coordinator for Fastora.

Data is safeguarded by a one-touch button that launches automated backup software. In case of hard drive failure or data loss, a user can boot directly from the external USB backup drive and replace the failed hard drive. The process eliminates multiple steps and long restart times. Incremental backups can be achieved after the first full backup, and users can schedule them by date and time. The product includes a 3.5-inch hard drive case, USB cable, installation/image recovery CD, power adapter, and vertical stand.

The product is a seamless combination of simple software and a USB 2.0 external hard drive enclosure.

"The one thing that makes it special is that it backs up not only files but also operating systems and everything else. And it can be done at the touch of a button," says Freeman. "It doesn't take much expertise to use." The EXB-0131 is the newest in a series of backup products from Fastora. Other models are available for laptops.

Fastora lists Maxtor as a top competitor to the EXB-0131. Maxtor makes the One-Touch II small business edition, which provides automatic backups and quick restore. The product is offered at 200GB and can back up a maximum 300GB of compressed business files, accounting records, and emails. Also, EMC Danz makes the Retro-

spect for small and midsized businesses. The product is described as easy to set up and manage. It is considered best in class for disaster recovery and is available for Windows and Mac machines. In addition to desktops, the product is made for notebooks. It provides backup to disk, tape, or optical disk.



SNAPSHOT

Fastora ExBoot EXB-0131

160GB: \$170; 250GB: \$220; 300GB: \$320; and 400GB: \$425

Provides a simple, cost-efficient solution for small businesses to back up files and operating systems

www.fastora.com

Remote Access Appliance

Virtual Booth 3894 • Virtual Product 1760



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PRODUCT RELEASES

Continued from Page 15

■ **Innovativ** released Identity Management, a set of products that let system administrators restrict internal and external user access to the corporate network, including both files and applications. Identity Management includes Sun Microsystems' Access Manager, Identity Manager, and Directory Server Enterprise Edition. Access Manager offers sign-on and federated-identity access management. Identity Manager provides user provisioning, password management, and identity synchronization. The Directory Server Enterprise Edition provides scalable directory capabilities with security features.

■ **Intermate** announced the PDF Security add-on module for ArtForm/400. The product provides authentication for PDF

documents through encryption and password protection, including digital-signature authentication. With the PDF Security add-on, employees can send secure sales reports, copies of insurance policies, and other sensitive material. Companies can set up a master password, as well as individual user passwords.

■ **Intuit** added patch management software to its Track-It! product line. Using Patch Manager, administrators can protect the network by scanning, assessing, deploying, and validating Microsoft Windows software patches throughout the organization. The software is fully automated, so users can schedule scans, install missing patches, and reboot machines with ease. Patch Manager also includes more than 20 management reports

that are designed to aid in the patch management process.

■ **Microsoft's** Speech Server 2004 R2, an IVR (Interactive Voice Response) platform, lets users deploy the package in a single server, unlike previous versions. The program also supports English (U.S.), Spanish, and Canadian French. The software has new ASR (automated speech recognition) and TTS (text-to-speech) engines and supports businesses that service up to 48 ports (or 96 touchtone ports). Microsoft is targeting MSS 2004 R2 at SMBs but also offers a MSS 2004 R2 Enterprise Edition.

■ **Sybase** unveiled the Sybase Risk Analytics Platform. Designed to support capital market trading applications, the platform lets users take advantage of real-time

market and trend data to improve trading. This system features the Sybase IQ underlying analytic engine, which allows it to decrease the volume of data stored by up to 70%. This platform also features a query performance that is up to 100 times faster than traditional RDBMS (relational database management systems). The Sybase Risk Analytics Platform is available in an Enterprise Edition and Single Application Server Edition.

■ **Tsarfin Computing** released IPMonitor 5.5, a network monitoring software solution that lets administrators monitor any networked device on the Internet, corporate intranet, or TCP/IP LAN and receive alerts via audible alarm, message, email, or third-party software when a connection fails. IPMonitor can be tailored for a single server or for

hundreds of devices within a large corporate network. IPMonitor is compatible with Win95/98/Me/NT/2000/XP and Windows Server 2003.

■ **Veritas** broadened its heterogeneous storage management software with Veritas CommandCentral 4.2, a unified storage management solution that features an enhanced process automation engine. The software lets IT professionals monitor and coordinate server, storage, and backup and recovery operations. CommandCentral 4.2 can also identify NetApp unified storage systems and gather a detailed inventory and capacity and performance information about a given NetApp configuration. Veritas CommandCentral 4.2 will retail for \$21,000.

Go to Page 17, Column 1

Stop Spyware Before The Desktop

SurfControl Helps Protect SMEs From Malicious Code

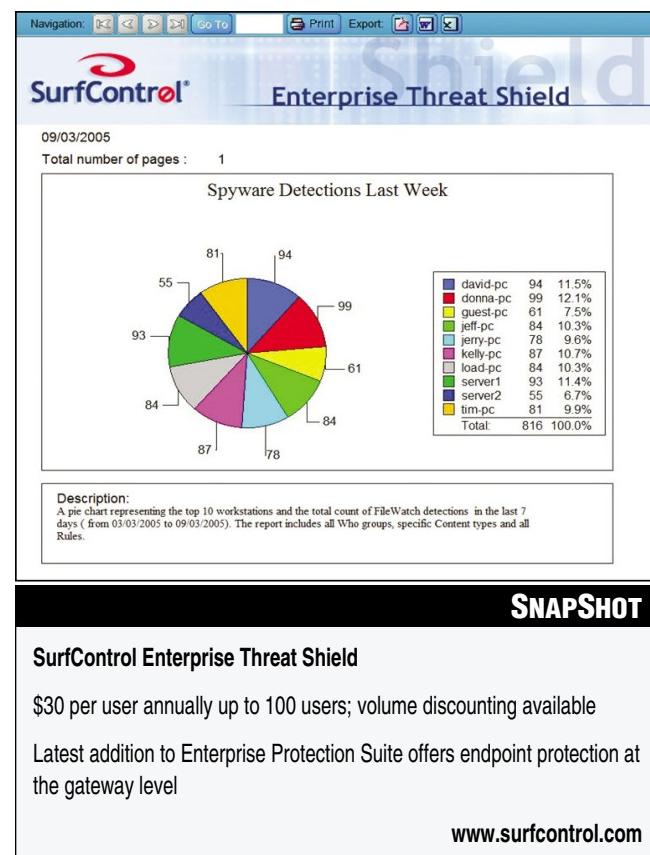
by Joseph Pasquini

IN ADDITION TO THE VARYING delivery methods by which spyware, adware, and malware can potentially wreak havoc within an enterprise, organizations are continuously vulnerable to the direct risks posed by these threats. To help users defend against these concerns before they reach the corporate desktop, SurfControl has introduced Enterprise Threat Shield, part of SurfControl's Enterprise Protection Suite that consists of Web, email, and now endpoint protection.

Enterprise Threat Shield provides four dynamically updated databases with digital signatures for spyware, games, IM, and P2P applications. Administrators can also generate custom threat databases. Shield's centrally managed, rule-based administration

console allows for the implementation and updating of a corporate security policy based on the specific requirements of the business. The rules, which are based on these databases, provide for control over such factors as access time, users, and groups and can be quickly modified as needed to counter new threats. Users can also create policies for music and video file management.

Centralized deployment of Shield is accomplished via integration with Microsoft Active Directory and Novell eDirectory and does not require end user involvement. While running as a memory resident service on a user's workstation, incorporated antitampering technology is used to assure that the service runs continuously and that any attempts to disable it are blocked. It can also generate or export trend and summary reports.



Additionally, Enterprise Threat Shield offers three layers of endpoint threat protection: WriteWatch stops malicious files as they enter the network and keeps them from infecting a user's workstation; .exeWatch stops existing malicious applications from running by detecting and terminating suspicious code before it has an opportunity to launch; and FileWatch automatically finds and removes existing malicious applications through scheduled scans of files stored on the corporate network. Shield also includes BrowseWatch, a feature that measures the amount of time users spend on specific Web sites or pages. BrowseWatch can also be configured to record how long a browser window is active or running in the background.

Competitive products in the enterprise market space include Computer Associates' eTrust PestPatrol, Webroot's Spy Sweeper Enterprise, and Sunbelt Software's CounterSpy Enterprise. However, SurfControl's solution is unique in its philosophy of intercepting spyware at the gateway level before it even has an opportunity to affect a user's desktop. Steve Purdham, CEO at SurfControl, says, "Our unified approach to Internet security is essential for complete protection as threats now blend multiple methods of attack and propagation to render conventional security measures obsolete."

VPN Appliances

Virtual Booth 4119 • Virtual Product 2092



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Virtual Booth 4113 • Virtual Product 2086

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PRODUCT RELEASES

Continued from Page 16

STORAGE

■ **Hitachi's** 15,000rpm Ultrastar 15K147 features SAS and 4GFC (4Gbps Fibre Channel) interfaces. The drives feature a 16MB cache and deliver an average seek time of 3.3ms and latency of 2ms. According to Hitachi, the 15K147 is capable of 33% more I/O operations per second than its 10,000rpm hard drives. Additional capacities include 36GB, 73GB, and 147GB.

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■ **Maxell's** LTO Ultrium 3 tape media includes WORM support, boasts transfer rates of 40MBps to 80MBps, and has a capacity of 400GB (or 800GB of compressed data). LTO Ultrium 3 is backward compatible. Transferring data to LTO3 WORM media can help companies comply with regulations such as Sarbanes-Oxley, HIPAA, and SEC guidelines. The Ultrium 3 media comes with a limited lifetime warranty.

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■ **Network Appliance's** new products include two storage systems: the FAS3020 and the FAS3050. Network Appliance claims the new FAS3000 series can double the performance of products from previous generations of FAS storage systems. These new storage systems can also hold more users per system. The FAS3000 series can hold up to 84TB and 336 disks. Network Appliance also added two new members to the V-Series virtualization engines: the V3020 and the V3050. The V3020 and V3050 reportedly have the ability to double the performance of previous V-Series systems. These systems feature remote power control, as well as call home capability.

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■ **Quantum's** PX510, a data center-class tape library, comes packaged in an 18U rackmount form. Quantum's FlexLink system lets users scale or descale the library of the PX510 on demand without requiring a field service call or bringing the

library offline. This tape library system can deliver up to 5TB per rack, and combined with Quantum's Series VTL systems and Optyon technology, it can maximize tape backups and complementary disks. This product can house up to 10 tape drives and 201 LTO cartridges or 171 SDLTs. The PX510 has a native performance of up to 2.9TB per module per hour.

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■ **Spectra Logic** announced that its T-series libraries will now come with Ultrium LTO3 Tape Drives from IBM. The Spectra T950, T120, or T50 can now use Fibre Channel and SCSI drives to double the capacity and speed of older LTO drives. Suited for backup and archiving applications at the enterprise level, these LTO3 drives can provide a 400GB capacity and transfer data at 80Mbps. Spectra claims that compressible data can transfer even faster, up to 175Mbps. These third-gen IBM tapes come with a 160 SCSI

LVD and a 2Gbps Fibre Channel attachment.

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■ According to **Western Digital**, its Caviar RE line of hard drives are made to provide increased reliability to business storage applications. The Caviar RE drives include Western Digital's Time Limited Error Recovery, which optimizes the hard drive for use with a RAID controller to provide increased reliability. Caviar RE drives also boost 1 million hours MTBF. Western Digital recently increased capacity in its Caviar RE line to 320GB. The SATA drives cost \$229, while EIDE drives cost \$219.

WORKSTATIONS & DESKTOPS

■ The new 4400 series of workstations from **BOXX Technologies** will be available with the Intel Pentium D dual-core processor, which has two independent execution cores that help extend the multitasking capabilities of the machine and lets users better utilize multithreaded application

technology from software companies such as Alias, Autodesk Media and Entertainment, Newtek, and Softimage. There are several available processors for the BOXX 4400 workstations, including the Intel Pentium D processors with up to 3.2GHz dual-core technology; Intel Pentium 4 processors with Hyper-Threading technology; and Intel Pentium Extreme Edition 840 processors at 3.2GHz with dual-core, HT, and EM64T technologies.

MISCELLANEOUS

■ **NetQoS** launched NetQoS Performance Center, a Web-based management portal that integrates data from NetQoS' existing products and is designed to help enterprises reduce costs associated with infrastructure upgrades, understand the impact of change on networks, and expedite problem resolution. The NetQoS Performance Center allows users to create customized views of data tailored to their specific needs.

Integrated Appliances To Simplify Security

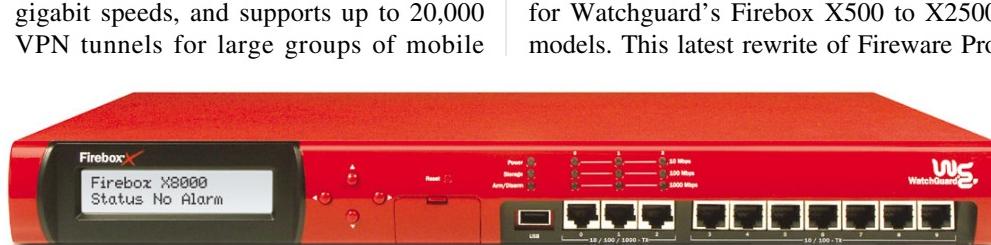
Watchguard Firebox X Peak & Services Fight Malicious Activity

by Joe Lazzaro

• • •

IF YOU'RE RESPONSIBLE for the care and feeding of a network, keeping your infrastructure and data safe is a critical responsibility. Networks are growing more complex and demanding, with companies commonly deploying high-speed multisite networks that support traditional wired users, as well as increasing levels of wireless, remote, and roaming users. In addition, security threats are growing more complex and coordinated, and it's vital to identify threats before the unspeakable happens.

Watchguard just announced its highest performance line of integrated security appliances, the Firebox X Peak, with up to 1Gbps firewall throughput. The appliance includes 10 ports, three of which can run at



gigabit speeds, and supports up to 20,000 VPN tunnels for large groups of mobile

Watchguard has written a dedicated operating system known as Fireware Pro for the X Peak security appliance. The new security-based OS is also available as an upgrade for Watchguard's Firebox X500 to X2500 models. This latest rewrite of Fireware Pro

SNAPSHOT
Watchguard Firebox X Peak
Starts at \$5,990 and includes a 30-day trial to GAV/IPS; GAV/IPS is a subscription-based service
Supports gigabit network speeds and protects against signature-based and protocol-violating threats
www.watchguard.com

features an improved version of its Intelligent Layered Security, which provides protection from spyware, viruses, worms, and Trojan horses. Fireware Pro also defends against blended threats that lack signatures.

In addition to protecting against threats, Fireware Pro lets users define any port as internal, external, or optional. The appliance also includes load-sharing for performance, multi-WAN failover, and active/passive high availability for hardware redundancy to a standby appliance in case of a failure.

Watchguard's new GAV/IPS can block suspicious network traffic and malicious code in real time and is available for both Firebox Peak and Firebox X500 to X2500 models running Fireware Pro. GAV/IPS provides signature-based protection on top of the layered security mechanism, providing protection against threats that do not obey protocol standards or behavioral rules.

The unit can also guard against new and emerging network attacks, viruses, spyware, worms, Trojan horses, and blended threats. GAV/IPS also lets organizations block instant messaging, as well as P2P applications such as AIM, MSN Messenger, Napster, and Kazaa. According to Watchguard, the main competition for the X Peak includes Sonicwall's Pro5060c, Fortinet's FG-1000, and Cisco's PIX 535. □

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SAN VPN Solution

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As Amount Of Data Increases, So Must Spending On Storage

EACH WEEK, MarketWatch gives you a quick look at what's happening in a particular product market so you can make better decisions for your company. We interview industry analysts, product manufacturers, and other experts and combine their comments with the latest statistics and market outlooks for a well-rounded perspective. This week's focus is on storage and backup.

by Sixto Ortiz Jr.

• • •

STORAGE IS HOT: Midsized enterprises planning to "spend heavily" on technology during 2005 are putting storage at the top of their spending lists, according to survey results compiled by Info-Tech Research Group, a consulting firm providing information and advisory services to midsized organizations. Businesses are realizing that the vast amounts of digital information now generated by their operations every single day must be effectively managed. (Disclaimer: Info-Tech analysts write a regular column for Processor.)

Poor information management can have serious consequences for a business, both from a public relations and a regulatory perspective. Let's take a look at the storage marketplace today and the technologies that are expected to help businesses manage the information flood.

Information Theft Makes Headlines

Today's headlines are casting an unflattering light on organizations that store confidential and sensitive customer information. In recent months, Banc of America, Commerce Bancorp, PNC Bank, and Wachovia all suffered what is now called the largest banking security breach in history.

As of May 20, investigators found over 676,000 customer bank accounts were snared by a criminal group largely composed of bank employees.

While it's perfectly logical to argue that no technology could have prevented determined internal thieves from stealing information, the massive scale of the theft suggests better data management tools designed to safeguard information are needed. You can be sure that key personnel at financial institutions worldwide are frantically poring over their data storage technologies and management systems to make sure their own data warehouses are safe.

This security breach will most likely result in further regulatory requirements imposed by state and federal agencies. Will there come a time when government prescribes the specific security measures that must be in place to safeguard sensitive data, à la

EPA's regulatory approach to environmental performance? Stay tuned.

Dollars Targeted At Storage

In a recent survey of over 1,400 IT decision makers in midsized organizations, the Info-Tech Research Group found that survey respondents who plan to invest heavily in technology during 2005 are looking to spend their budget dollars on storage technologies.

Info-Tech Research Group's data reveals a number of key drivers fueling the interest in storage technology. One of the drivers, not surprisingly, is the increase of regulatory requirements that are forcing businesses to hold on to electronic documents longer. Also, Info-Tech's research reveals many businesses want to replace tape storage with disk-based backup appliances and are also taking advantage of storage virtualization products attractively priced for the midsized business marketplace.

Many organizations surveyed by Info-Tech also expressed the desire to have business continuity technologies and plans in place that eliminate outages or allow quick restore and recovery operations. Finally, businesses cited the increased generation of large multimedia files which naturally increase the need for storage space.

Based on these results, Info-Tech Research Group predicts the storage segment will grow 30% to 35% in the midmarket. "As prices continue their sharp decline and SAN products become more commoditized," says senior Info-Tech research analyst Dr. Curtis Gittens in a recent press release, "this important storage technology becomes increasingly accessible to midsized companies."

Demand for SANs, Gittens predicts, will increase sharply as vendors move down-market from their current Fortune 1,000 focus. In fact, Info-Tech Research Group predicts the midsized market for SANs will grow more than 40% during 2005.

The Storage Crisis

According to the Butler Group, time is running out for IT managers putting off purchasing and implementing the technology needed to deal with the unchecked

growth of digital information. In a recent press release, the London-based consulting group warns that wireless technology and RFID both have the potential to increase data generation growth beyond the capability of current storage management levels.

The Butler Group advises decision makers in organizations to move quickly and begin managing and securing the now-unmanaged data found on laptops, mobile devices, and USB memory cards. These mobile data sources don't have the security safeguards and protection in place to prevent data loss.

Also, businesses will have to gain the ability to easily retrieve data in a presentable format so they can meet regulatory requirements. Businesses that neglect to do this, warns the Butler Group, can face significant financial and legal consequences.

Finally, throwing money and disk capacity at the problem will only provide temporary relief and will not eliminate the root cause of the problem, which

according to the Butler Group's research is the cost of administering storage. The centralization of storage management and the reduction of administrative overhead costs, advises the Butler Group, should be a top priority for IT decision makers.

And speaking of storage administration, in a recent Enterprise Strategy Group brief, senior analyst Nancy Hurley says storage virtualization is a key technology that will help users increase storage utilization, lower costs, and avoid "vendor lock-in." EMC's recent launch of its Invista storage virtualization product indicates vendors are paying attention.

Issues At Hand

Regulatory requirements, unchecked digital data growth, and complex technology are the three principal issues facing data center administrators today.

Regulatory requirements suddenly turn technology nice-to-haves into must-haves wanted immediately by corporate regulatory staffs desperate to demonstrate

compliance. A wrong technology choice can thus have dire consequences far beyond the confines of the data center.

Unchecked data growth, especially the data generated and stored in mobile devices, presents a tremendous security risk to data center administrators who must now manage information scattered worldwide. The proliferation of large multimedia files, such as audio messages and videoconferencing feeds, only adds fuel to the fire.

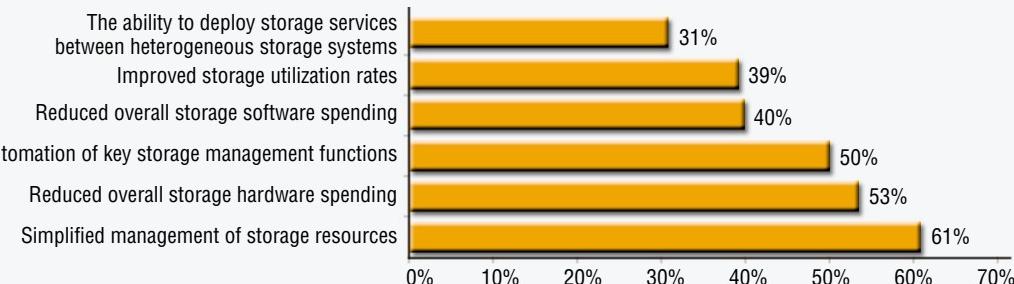
Finally, the technology is still complex and represents a significant leap in technical sophistication from traditional client-server data center architectures. Administrators in even small and medium-sized businesses will have to learn new approaches for managing the ever-growing data tidal wave. Thankfully, vendors are beginning to realize these customers represent a great opportunity for future growth and are finally developing products specifically tailored for this important market segment. □

Trends In Storage & Backup

Administrators Look To Simplify

Enterprise Strategy Group research reveals simplified management is the most often cited reason for adopting intelligence in the storage fabric; managers are also looking to reduce spending and automate management.

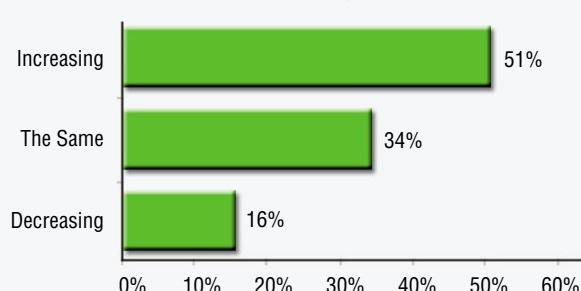
Reasons For Adopting Intelligence In The Fabric



IT Spending Looking Up

The vast majority of midsized enterprises surveyed by the Info-Tech Research Group are going to increase their IT budgets during 2005. Those who will be investing the most in technology plan to focus their spending on storage.

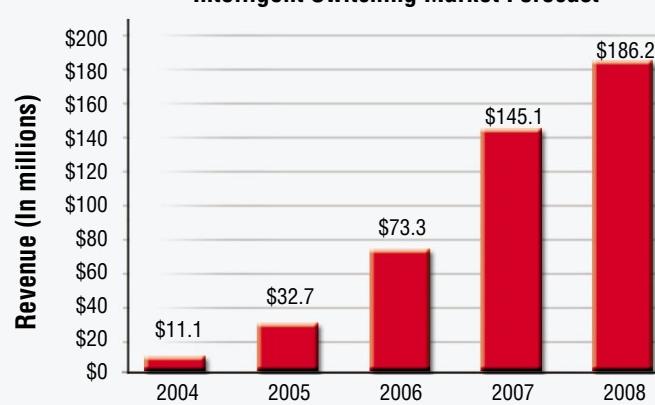
Direction Of Change In Budget From 2004 To 2005, Midsized Enterprises



The Ghost In The Machine

Market research and consulting firm Yankee Group predicts the intelligent switching marketplace will grow from \$11.1 million in 2004 to \$186.2 million in 2008. Intelligent switching is defined as technology that moves common storage services from servers and subsystems to the switching fabric.

Intelligent Switching Market Forecast



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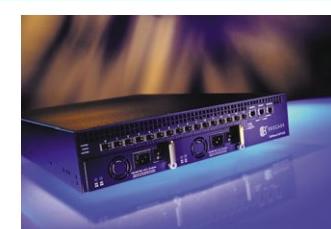
Optica Technologies 34600 FXBT Converter provides attachment of legacy bus/tag peripherals to an ESCON FX fiber optic channel directly or through an ESCON Director. The converter operates by converting the peripheral's electrical interface signals into light pulses for transmission to the fiber optic channel. Fully IBM 9034 compatible. *ESCON* is a registered trademark of IBM Corporation.



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InfiniBand Switch System

Virtual Booth 3735 • Virtual Product 1651

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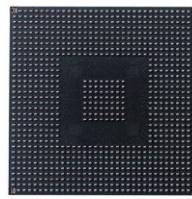
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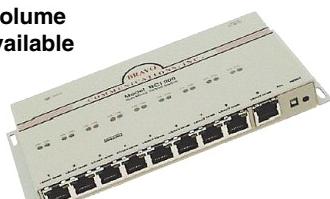


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Telephony Appliance

Virtual Booth 4038 • Virtual Product 1978

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Telephony Appliance

Virtual Booth 4038 • Virtual Product 1977

Ideal for small to medium enterprise locations the 4300T includes a T1 CSU/DSU WAN interface, 4 x 10/100 Mbps LAN interfaces and a crypto co-processor for VPN applications. It replaces multiple systems by integrating IP routing, a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.

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OPINIONS

DATA • DEVELOPMENTS

ADO 2.0: The Rest Of The Story

As we get closer to the release of the 2005 version of Visual Studio and SQL Server, we see a flood of courses, technical articles, and marketing (not so technical) pieces—a number of them from me. I'll be giving one of these talks at DevTeach in Montreal June 18 through 21. This content is designed to extol the virtues of and provide technical insight into the new version of ADO.NET and the tools used to create applications that reference it. I'm of the opinion that these courses are more useful if they focus on solving specific developer problems—even when the feature is overlooked because it's not as flashy.

As my new book "Hitchhiker's Guide to Visual Studio and SQL Server 2005" evolves, many of these "ordinary" but nonetheless important features and productivity tips are coming to light. I don't have room here to do much more than highlight these, but over the next few months I'll bring you more

details that I hope will make you and your teams more productive.

MDAC No Longer Required In ADO.NET 2.0

In the past developers and architects would take a deep breath and hope for the best when a new version of the MDAC stack was announced. They knew there was a good chance that it would break some of their already deployed applications. With ADO.NET 2.0 we no longer have to worry about breaking existing code (as much) because the MDAC stack (that contains the COM-based ADO DLLs and OLE DB providers) is no longer required to deploy ADO.NET applications.

Of course, when building .NET Framework applications, the application executables (can) reside in a single directory that's not affected by new-and-improved code installed after the fact. However, it's still possible to mark selected DLLs to be installed (and registered) in common areas

on the target system or in the GAS (Global Assembly Cache). Some developers are still deploying new and "improved" MDAC DLLs in these common areas—often to the dismay of other developers. ADO.NET 2.0 can help remedy that issue.

T-SQL & Stored Procedure Debugging Smarter

For those of us who develop against SQL Server, being able to step into stored procedures is a big (important) productivity benefit. In earlier versions of Visual Basic and Visual Studio, developers had to be pretty creative to get Transact-SQL debugging to work at all and to stop at a desired breakpoint. In Visual Studio 2005, you can now set the stored procedure breakpoint to fire on the "nth" hit, to print a message containing state, run a macro, or at a specific line number in the stored procedure. (No, SQL Server does not support setting a conditional breakpoint.) This additional breakpoint flexibility makes it dramatically easier to debug stored procedures. Enabling T-SQL debugging is also easier. However, don't look for it in the Visual Studio Standard edition. You'll need the Professional or

Team System Editions to use this feature.

Once you've decided to debug a specific stored procedure, use the Server Explorer to open your stored procedure and navigate to the line where you want to break execution. Right-click in the margin as you would on "normal" code in the editor to set a breakpoint. Next, open the Application Properties window (new in Visual Studio 2005) and choose the Debug tab. Check Enable SQL Server Debugging. When you execute your stored procedure and the breakpoint condition is met, Visual Studio 2005 exposes the stored procedure editor window. Cool.

ADO.NET Faster—At Doing Dumb Stuff

To be fair, I accept that there are developers that really need to bring 100,000 rows to the client and manage the data in a DataTable. Microsoft has accommodated these folks by redesigning how the DataTable and DataSet objects are constructed, stored, indexed, and fetched. It turns out that if you keep your DataTable under 10,000 rows, you won't see much difference in performance. But for those that build



WILLIAM (BILL) VAUGHN

William (Bill) Vaughn is an industry-recognized author, mentor, and subject-matter expert with more than 30 years in the computing industry as a developer, manager, trainer, marketer, and writer. After 14 years at Microsoft, Vaughn stepped away to work on his new books, in addition to mentoring and leading training seminars. He's written six editions of the "Hitchhiker's Guide to Visual Basic and SQL Server" and two editions of "ADO.NET and ADO Examples and Best Practices for Visual Basic Programmers." He and Peter Blackburn just finished "Hitchhiker's Guide to SQL Server 2000 Reporting Services."

^ BIO NOTES

gigantic DataTables, you'll see a startling improvement in performance—80 times

faster I'm told. This should not encourage you to bring the entire list of state Medicare subscribers into memory. There are better, faster ways to deal with these issues.

Visual Studio More Data Friendly

How many of you developers have stepped through code and reached a point where the data has been fetched into an array, DataTable, or other memory-resident structure only to find that it's really (really) hard to find out what's in the structure? To address this issue, Visual Studio 2005 now includes Data Visualizers. This technology lets you use a smart tag to choose to see the data (in whatever form you choose) in a separate, editable window. This can save you a great deal of time when trying to see and edit the rowset returned from your query.

As I said, between now and when Visual Studio and SQL Server 2005 ships (which might happen this fall), I'll be illuminating more of these developer-related features to whet your appetite for the new tools. □

Send your comments to bill@processor.com

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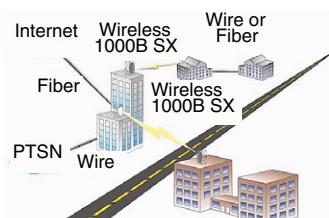
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OPINIONS

INFRASTRUCTURE

Darth Lenovo

By now it should be well established that I am a nerd, in virtually every sense of the word. And like any good nerd (or at least like any good nerd without the stamina to stand in line for a week), I am dying to see the new "Star Wars Episode III: Revenge of The Sith." I can hardly believe it has been almost 30 years since the "Star Wars" epic began. Oddly enough, 30 years is about

changed from providing the best workstation technology at a fair price to providing the best price on whatever technology it can squeeze into a specific price point. Call me a skeptic, but I think that adds up to lower quality and less innovation in the future.

The one thing that annoys me even more than the presence of Jar Jar Binks in "Star Wars" episodes I and II is the IBM sales model.

I cannot help but believe Lenovo direct is going away from the small to medium- sized enterprise.

the same amount of time it is going to take for me to finally come to peace with the IBM/Lenovo deal.

Jar Jar Binks

My rebel rebellion with the Lenovo deal comes on two fronts: quality and competitiveness. My concerns for quality are simple. Lenovo's motivation

This whole Lenovo move was motivated by a belief that workstations, laptops, monitors, etc. have reached a commodity status. The sale of the IBM PC division to Lenovo was orchestrated to bring down the price of IBM PC products, capture more markets, and thus become more profitable. But the way it's going about

it is really making me wonder what its value proposition is going to be.

The Force

As a company, IBM does a lot of things right. It has Jedi-like vision, great execution, and a fantastic services division, but its model for selling products has always seemed obscured by the dark side of the force. Most industry players made a decision long ago to sell through a channel or sell direct. Cisco and Dell respectively come to mind as bookend examples of these two schools of thought. IBM tries to do both.

In one sense I admire IBM's flexibility. I can buy from a local reseller, a big distributor, or even shop with IBM direct, depending on my needs. The fireworks start when IBM gets in competition with its own channel. There is a conflict of interest in a bidding war between a partner and the direct sales force. We have traditionally bought our IBM products direct because that's where we got the best price. But every time we have even considered using a partner, because of the value it might

add in a particular project or technology, IBM direct ends up raising its prices so as to appear it is not competing with its partner. How is raising prices in my best interest?

Yoda

With Lenovo, one can't help but ask if the purchasing model will change. The signs I see seem to indicate yes. All the Lenovo direct quotes/purchases we have

MICHAEL DEMPSEY

Michael Dempsey is the information technology manager of Sandhills Publishing and technical editor of Processor magazine. He has more than a decade of experience in voice and data communications and holds current CCNP and CCDP certifications. Dempsey is an expert in network security, virtual private networks, and IT infrastructure.

going away from the small to medium-sized enterprise.

Like it, I do not (you'll have to improvise your own Yoda accent there). The previous model was screwy enough I am excit-



that he is starting to believe he really is Yoda.

Closing Credits

I just cannot see how it is all going to add up. Lenovo took over an IBM division with moderate profits (at best) and wants me to believe it can keep the R&D, people, and technology the same or better, add a couple points in the middle for the middlemen, and still sell me a product at a price that competes with Dell. Something has to give. My fear is that both the quality and the pricing goals will give, and the resulting Lenovo products will end up lower quality yet only slightly cheaper than they were with an IBM logo slapped on the box.

Alas, only time will tell. In the meantime, all I know for certain is that I am still not happy with the Lenovo deal, I am paying more money for the same equipment that is supposed to be getting cheaper, and the foreseeable end of this IBM/Lenovo saga is still lost somewhere in a galaxy far, far away. □

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OPINIONS

TECHS PERTISE

Decision Factors For Switching From Frame Relay To IP

PVCs direct traffic to satellite locations.

An IP VPN is different in that packets don't follow a predetermined path. Instead, they route based on an "address" attached to each packet. IP-based VPNs can run over the Internet itself or a carrier's private backbone network.

It is also possible to have a hybrid between frame relay and IP services, so it is really important to get good advice from your technology provider on what is best for you. Many experts believe that eventually frame relay will go away in favor of IP, but there is no definitive timetable.

Decision Factors

Differentiate between price and cost. As part of the evaluation process, have your provider help you analyze your return on investment. In some scenarios the price of deploying IP may be less expensive than your

legacy network, but the total cost could be more expensive. Since bandwidth impacts how you connect with co-workers, partners, and customers, your ROI analysis needs to include security and any other infrastructure improvements that you will need.



RICH KORN

Rich Korn, a technology specialist who has been with CDW Corp. for the past seven years, is part of a team of voice and data experts that help customers evaluate and select solutions from multiple carriers. He is an expert in WAN solutions from several leading carriers, including Sprint, AT&T, and MCI, and on helping customers integrate applications such as VoIP into their networks.

BIO NOTES

n't consider those technologies without making certain that your switches, connections, and devices all work together.

Consider scalability. In addition to thinking about your current applications, you need to plan for the future. IP is inherently more scalable for future growth, especially in a meshed environment (because you don't need to add additional PVCs). Once you have made the jump to IP, it isn't as big a leap to add more capabilities. If you deploy VoIP in an IP network, it is

fairly simple to add videoconferencing. In addition to IP, many businesses consider MPLS because they want QoS benefits, but you may not need that right away.

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origines and services manufactured housing loans, says cost savings and additional bandwidth were the driving forces behind moving to an IP-based network.

Origen upgraded to an IP-based network built on the Sprint backbone about a year and a half ago. "We are saving about \$6,000 per month while getting double the bandwidth. In addition, network availability has gone through the roof. The transition was seamless."

Initially, Garner says, "We were a little hesitant to switch because it meant moving from a private network to a public network based on Sprint's shared IP network." After installation, "users said they felt speed was increasing, and we became more comfortable with the change after we saw the performance."

Garner says that after Origen adds MPLS services to enhance quality of service, the company will deploy videoconferencing and VoIP applications to save money while adding functionality for users. □

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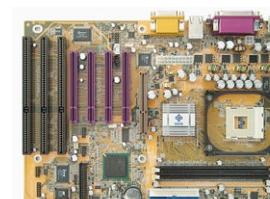
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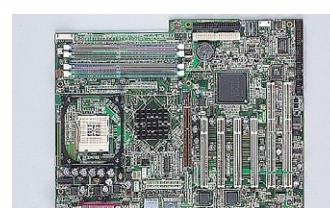
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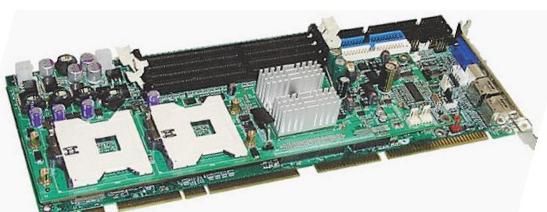


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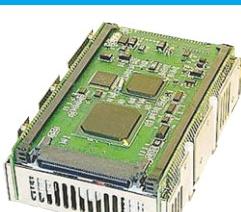
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Collaboration With Wikis

Departments & Project Teams Work Together Easier

by Will Kelly

• • •

A WIKI IS A COLLABORATIVE Web site that lets any site visitors edit, add site content, and modify the site's organizational schema via their Web browser. The type of site content that a user can modify varies. Higher-end wiki releases enable the modification of site images, tables, and the management of user site privileges. This freeform collaboration tool draws its name from the Hawaiian word "wiki wiki," meaning quickly.

While many associate wikis with Wikipedia, the online encyclopedia, small to medium-sized enterprises can use a wiki to collaborate on and publish technical documentation and important corporate information to their intranet. Putting such information online via a wiki means the information is in one central online location where multiple authors can make changes to the content and design of the site.

The wiki model bypasses traditional intranet publishing because the authors don't have to FTP their new and revised content up

to a Web server. When users make changes on a wiki site, they are editing the online page directly.

Adding a wiki to your organization's intranet opens up a new collaboration vehicle for a small fee or just the cost of staff time to get the wiki online.

Choose A Wiki That Meets Your Requirements

Being an open-source creation, many wiki releases are available for free or for a low-cost download. Doing an Internet search should point you in the right direction of a wiki release that meets your technical and user requirements. The technology underlying wikis runs the gamut from open-source programming languages such as PHP to the C++ programming language.

Some examples of wiki releases include Twiki, a wiki designed for documentation and collaboration, and MoinMoin Wiki, a wiki with a reputation for being easy to set up.

However, don't let the free-form nature of the wiki software lull you into complacency about planning because often a wiki is not an out-of-the-box collaboration solution.

You still have some upfront planning on how you intend to use the wiki. When researching the right wiki for your organization, you still need to ask the typical deployment questions about server operating systems, number of users, and related sundry details required for a successful deployment.

Set Up A Wiki For Your Organization

Setting up a wiki for your enterprise starts with downloading wiki software that meets your specifications. Despite wiki software's open-source nature, installation documentation is normally available along with the download.

Typically, wiki installations require a degree of hand coding to make the wiki live on this server. This includes creating and configuring directories on the server's root directory. After creating the directories, edit the wiki configuration files. Then you'll have to change file permissions if the wiki you chose to install has a CGI backend.

Wiki preference settings and their configuration vary, but pay attention to the preferences at this point of the installation, prior to taking the wiki live. You should test the wiki using your organization's standard Web browser. Testing should include editing pages, adding new pages, and any other features enabled during the installation.

Lastly, monitor the wiki developer's Web site to keep your wiki installation up-to-date with any patches issued by the developer to resolve technical issues.

Going The Wiki Way

Collaborating via a wiki helps pull project information into one central location, offering a ready project tracking tool without the usual constraints of other online collaborative tools. The freeform nature and open-source roots of a wiki is attractive to some companies, and establishing a wiki for project teams is one way to dip your toe into online collaboration with little or no startup costs. □

Feature Comparison

Below is a brief comparison of the main aspects of wikis vs. those of Windows SharePoint Services 2003.

Wiki	Windows SharePoint Services 2003
Freeform and stream of consciousness	More structured and rigid
Requires some tweaking and editing during installation	Has an automated install routine
Runs on multiple server OSes	Runs only on Windows Server 2003

Hire An RFP Writer

Locate The Right Fit For Your RFP Needs

by Christian Perry

• • •

WHETHER YOUR COMPANY writes the occasional request for purchase or uses them regularly as part of its purchasing strategy, you recognize the value of RFPs when it comes to defining the size, scope, and intention of IT projects.

Yet hiring a full-time RFP writer is generally a luxury befitting large enterprises that have the resources to support such specialized positions. In fact, these same companies also have specific infrastructure, such as databases, internal processes, and entire personnel teams, that exists solely for the creation and review of RFPs.

For small to medium-sized enterprises, it can be difficult to devote money and time not only to such infrastructure but even to one person whose primary responsibility is to write RFPs. However, this doesn't mean that you can't have an RFP writer on staff because if you play your cards right you can address other areas in addition to your RFP requirements.

Find The Right Stuff

An effective RFP writer understands the technologies up for purchase and has an intimate knowledge of the company's needs. Obviously, a new hire would require time to get up to speed on those needs, but prior experience with the technologies at hand is crucial for the writer to understand how to best build an effective RFP.

Finding IT professionals who specialize in certain technologies is one thing, but finding IT writers with specialties is another, especially if you need someone who happens to excel at RFP writing. But like good technical writers, RFP

writers should be able to quickly learn technologies, so considering a writer with broad, non-specific IT knowledge could be a safe choice (if not your only choice).

Unlike the technical writer who typically stays tuned to a particular company product or process, the RFP writer often maintains current, accurate knowledge on all company objectives, technologies, and practices. Without this knowledge the challenge of developing effective RFPs quickly grows monumental because the purchasing process can easily entail and eventually affect wide-reaching areas of any company.

Therefore, the ideal RFP writer must have the ability to communicate with all company departments to properly assess their requirements. This communication can include face-

to-face interviewing, creation and maintenance of questionnaires, and other tools that can deliver targeted evaluation. The RFP writer must be able to not only identify aspects of the company that could present challenges to technologies offered by vendors, but he must also assess and define those challenges in clear, precise terminology that lets vendors accurately address any demands.

Writers With Multiple Hats

Justifying a dedicated RFP writer position is tricky but not impossible. If you're looking to fill a technical position, you might discover applicants who have experience in RFP writing, so you could kill two birds with one stone. However, you'll need to dig deeply to determine exactly how well that person can craft an RFP.

Full-time RFP writers can generally handle other tasks, as well. Because they must be keenly aware of company practices, technologies, vendors, and the industry as a whole, these writers can provide insight for strategic development. Also, some RFP writers have extensive backgrounds in communications and marketing, which may be handy when creating new advertising and marketing materials.

An RFP writer's skills can also easily translate to other writing tasks, including technical writing and in-house communications. RFP writers can also contribute to general editing and review processes, since they should already have those refined talents to create high-quality RFPs.

The wide-ranging abilities necessary for the RFP process can allow for an employee who stays busy between RFPs. But whether you seek a dedicated writer or a technical worker who can also write RFPs, thoroughly research your requirements for the position so you can find just the person you need. □

Defining An RFP Writer's Skills

Although RFPs can vary immensely depending on the technologies, the size of the company or department, and the project itself, an RFP writer should have several key skills to effectively handle the task.

- Demonstrated experience writing RFPs or similar proposals in IT environments
- Extensive written, oral, and interpersonal communication abilities
- Strong project management capabilities
- Familiarity with technologies involved in project(s)
- Ability to work with teams of IT professionals
- Proficiency with software required to create and maintain RFPs
- Experience working under strict deadlines

What's Happening

Mastering Data

Cast Iron Systems Touts Enterprise Data Integration Technologies For Greater IT Efficiency

by Stephen J. Bigelow

VIRTUALLY ALL APPLICATIONS generate some type of data that has value to the enterprise, but not all applications are able to share data or make decisions on how to process that data. Companies are often left to sift through data, perform labor-intensive (and error-prone) translations, and commit IT talent to data maintenance tasks. As more companies struggle to handle burgeoning volumes of information, the need for data integration is increasingly apparent.

Fred Meyer, CEO and president of Cast Iron Systems, says that data integration covers a lot of ground in the enterprise. "Data integration involves connecting data sources and sinks, transforming data from source to target format, content-based routing, and simple business rules. Most application-to-application integration is, in fact, data integration."

Rocky Road

Data integration is hardly a new idea, but the evolution of today's data integration products has been a long, rocky road. "When first-generation integration systems were built, we were integrating systems never designed to talk to one another. No standards existed. This required heavy software packages that could emulate human

complicating the problems of data integration. "As applications become more integration-aware and as business process fragments across the Internet, more and more integration endpoints become data integration endpoints. They also require a solution that can be monitored and managed remotely; small business units cannot tolerate the overhead of \$1 million worth of software and a full-time maintenance crew of three or four people."

Death By Inches

Meyer sees three major hurdles to successful data integration projects: "The biggest issues are lack of standardization, lack of best practices, and what I call the 'death by inches' scenario. 'We're in a hurry. Let's just write a few lines of code and fix it later.' Of course, later never comes. Slowly, your infrastructure becomes a tangle of undocumented, unmanageable, unscaleable custom code." Another sore spot for data integration is a continued reliance on batch processes. "Batch processes prevent real-time visibility and management, even in principle. Worse, batch files often hide bad or incomplete data—until it contaminates one or more of your systems of record," says Meyer.

Beyond the technical issues, government regulations, such as Sarbanes-Oxley and HIPAA, are influencing the trends toward data integration. Meyer says, "Transactions

Unlike data integration software, a network-connected data integration appliance can also be accessed from anywhere across the network.

work processes (adapters) out at the endpoints. This was expensive, hard to scale, and hard to maintain. Today, most applications are integration-ready. Standards such as ODBC and XML have eliminated the need for software at the endpoint. This has made data integration much simpler—conceptually," notes Meyer.

The use of standards has not streamlined the data integration process. "Unfortunately, as application integration got easier, software integration did not," says Meyer. "Software-based integration schemes require you to 'integrate the integration.' Regardless of the solution you buy, you must size a server, patch the OS, obtain and patch a JVM, dual-home the host, install a RAID or SAN connection, install a database, management software, security software, etc." And software-based data integration practices continue to challenge IT professionals.

are spending more time in the network. This has two implications. First, visibility and manageability of application-level objects in the network must improve. Traceability and nonrepudiation are becoming general system requirements as companies seek to comply with these new regulations. Second, security must become part of the network. Firewalls are useful, but they are not enough. Large networks are inherently 'leaky,' with undocumented entry and exit points. Regulations such as HIPPA will drive security down to the level of document fragments."

Future Trends

In spite of the many difficulties faced by data integration projects, the prospects are constantly improving. One of the more appealing developments has been the adoption of data integration appliances rather than software-only solutions. Not only does a sealed appliance eliminate much of the overhead tasks involved with software-based integration tools, it is also easier to learn and manage. "This means fast time to value (hours or days), low training costs, low implementation costs, low maintenance costs," Meyer says.

Unlike data integration software, a network-connected data integration appliance can also be accessed from anywhere across the network. "This means no requirement for local IT staff out at the endpoints, such as that plant in Asia, your second tier B2B partner, or the accounting department downstairs. You can see and manage all your application routers globally, from a single, central point," he says. Finally, keeping a data integration appliance allows for

real-time views that are simply not possible with software-based solutions. "You can see your transactions in real time as they move from system to system, from location to location, through the network. Further, you can apply business rules in the network to keep bad data out of your systems of record and to repair transactions in flight."

Looking toward the future, Meyer believes that the industry will see the continued standardization of interfaces and data objects over the next few years, further easing data integration problems. He also believes that real-time operations will supplant batch processing. In addition, he expects that data integration tools will

become more specialized and effective. "We are moving from first-generation tools, which did everything—the Swiss Army Knife—to purpose-specific tool sets, which solve a smaller set of problems but do so with greatly reduced cost and effort."

Meyer offers some words of advice for any network planner contemplating a data integration project: "Think of the network as a leverage point for data integration. Systems that exist on the host side cannot be distributed, cannot scale, and won't provide visibility across a network. Separate your 'integration problem' into architectural components and use the appropriate tools to solve each problem. Bulk loading a database, communicating with a B2B partner, and automating a manual purchasing system are different problems with different requirements and need different tool sets. One size may indeed fit all but not very efficiently or comfortably." □

What's Next

New Wireless Standard Hits Snag

IT MAY SEEM THAT WIRELESS STANDARDS are emerging at a furious pace. The 802.11a/b standards opened the way to wireless networking and were soon followed by the higher speeds offered by 802.11g. Now that 802.11g is firmly entrenched as the wireless networking benchmark, the industry is quickly turning its attention to the next generation of wireless networking: 802.11n. The IEEE's emerging "n" proposal promises to quadruple transmission speeds, providing higher bandwidth and potentially greater range.

However, the path to IEEE standardization often involves its share of potholes. In this case, the "n" proposal put forth by the TGn Sync vendor group only received 49% of the votes in a recent IEEE task group meeting. Although such split votes are not uncommon in the IEEE standards process, it will prompt the IEEE to more closely consider proposals from other groups, such as WWiSE. Ultimately, the competing camps will likely work out a compromise that will achieve the goals of 802.11n. But organizations considering the purchase of pre-n wireless networking equipment should evaluate any such devices carefully and ensure that devices can be upgraded once any 802.11n standard is adopted.

Intel's New Platform

INTEL HAS LONG BEEN A LEADING SUPPLIER of microprocessors and supporting chipsets. However, most devices have been sold at the chip level and used by motherboard makers to support new generations of processors and other features (such as DDR2 SDRAM, FireWire ports, SATA, and many other PC features). More recently, Intel has sought to provide more comprehensive support for computer development by offering platform-centric products. By selling chips in established bundles, it is often possible to maximize performance while eliminating incompatibilities. Intel tested the waters of platform PCs with its Centrino chipset, now used in 80% of notebook PCs based on the Pentium M. Intel has envisioned the PBP (Professional Business Platform) for future PC chipsets, bringing advanced features to business PCs, such as active management and virtualization technologies. Computers based on PBP bundles should appear this summer.

Netscape Touts Antiphishing Browser

THERE IS LITTLE DOUBT THAT MICROSOFT'S INTERNET EXPLORER has long been the dominant Web browser for Windows-based PC platforms. But IE has also come under tremendous criticism for its long list of security vulnerabilities. Mozilla's Firefox open-source Web browser, which has been downloaded almost 57 million times since it became available, has emerged as one serious alternative to IE. Netscape hopes to capitalize on such success with the release of its own Web browser: Netscape 8.

Like Firefox, Netscape 8 touts enhanced security features intended to protect PCs while users surf the Web. One of its most notable features is the ability to adjust security settings automatically based on Netscape's "blacklist" of suspect Web sites. The objective is to help protect users from spyware and phishing, and Netscape's blacklist will be updated regularly to maintain current protection. Organizations seeking to evaluate the new browser can download Netscape 8 from browser.netscape.com/ns8.

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"Generation-1 integration companies have huge investments in adapters and supporting infrastructure. Though the need for adapters has largely gone away, the adapters themselves, unfortunately, have not," notes Meyer.

Ultimately, Meyer says that the trend toward distributed business processes is only

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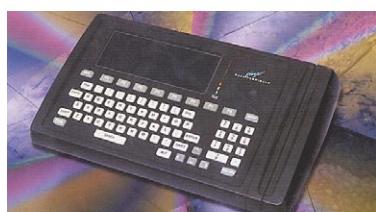
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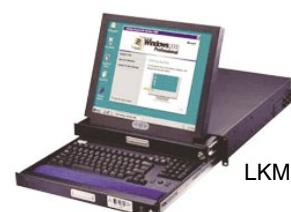
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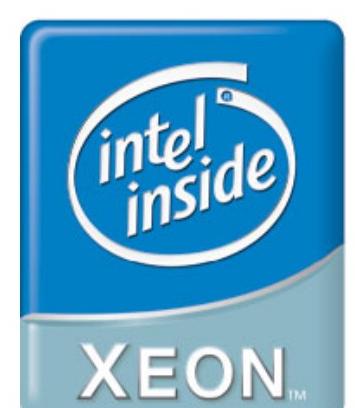
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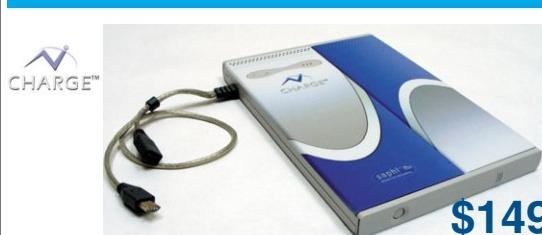
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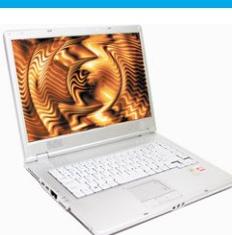
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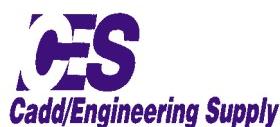
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Network Security Platform

Virtual Booth 3082 • Virtual Product 1799

NSA 1041

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Virtual Booth 4182 • Virtual Product 2198

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DNS Appliance

Virtual Booth 3062 • Virtual Product 1729

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Virtual Booth 4061 • Virtual Product 2013



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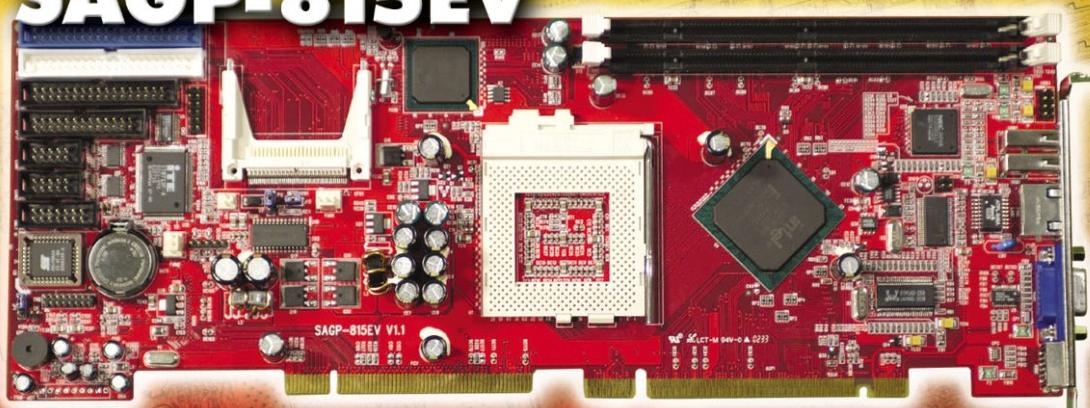
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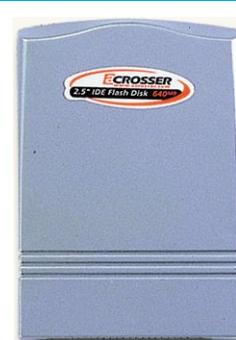
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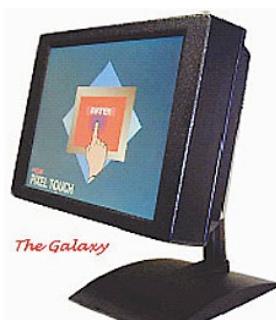
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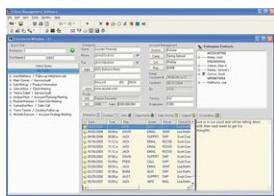
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WEB: www.activereasoning.com
EMAIL: sales@activereasoning.com

Help Desk & CRM Solutions

Virtual Booth 4160 • Virtual Product 2143

Prices Starting at \$495



NetKeeper lets you give superior customer service and make faster, informed business decisions. NetKeeper manages service and sales to increase productivity and customer satisfaction with integrated tools for automated call entry, Web self service, email, knowledgebase, inventory and reporting. NetKeeper is easy to deploy & to use and requires no programming ability to customize.

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EMAIL: sales@netkeeper.com

Web-Based Help Desk

Virtual Booth 4244 • Virtual Product 2392

HelpBox™

Whether you require a simple call logging system or a more sophisticated help desk with Service Level Agreements, Escalation Processes and Email Alerts, HelpBox™ provides the ideal solution.

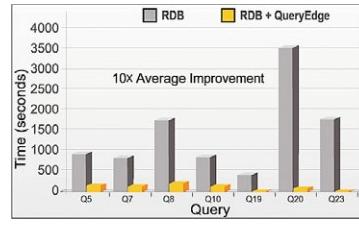
\$695
Starting Price

LAYTON Technology

One Tampa Center, Suite 2500
Tampa, FL 33602
Phone: (866) 529-8664
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EMAIL: sales@helpbox.com

Query Acceleration SW

Virtual Booth 4055 • Virtual Product 2004



RightOrder QueryEdge improves the performance, scalability and flexibility of business-critical applications by orders of magnitude. Based on the patented Index Fabric Technology, QueryEdge enables Global 5000 organizations to increase the performance of Business Intelligence, Data Warehouse and other query-intensive and reporting applications by 10-50x.

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Data Synchronization Tool

Virtual Booth 4070 • Virtual Product 2029

MaXware ExpressSync

MaXware's ExpressSync is a one-to-one data synchronization tool that enables enterprises to easily manage their identity integration requirements. ExpressSync securely moves data between any two repositories or applications - regardless of platform, protocol, type or location. ExpressSync is a low cost, scalable solution designed to meet the critical needs of an organization, improve efficiency and provide a rapid return-on-investment.

The MaXware ExpressSync is one component of MaXware's overall Identity Management offering including Meta Directory, Virtual Directory, Workflow, Provisioning and Password Management.

Starting at \$8,500

maXware

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WEB: www.maxware.com

Freehold, NJ 07728
Fax: (732) 409-0233
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OCR Software (Suite)

Virtual Booth 4052 • Virtual Product 1997

The amount of information that arrives at your business increases everyday. And while a high percentage is Internet-based, much of it still comes the traditional way - via paper documents. AnyDoc Software provides a complete line of automated document and data capture software solutions to eliminate the need for manual data entry from all your paper invoices, forms and documents. Our multiple award-winning OCR for AnyDoc® is the most powerful and flexible data capture solution available. It is currently in use at thousands of businesses worldwide, in virtually every industry, transforming stacks of paper invoices, forms and documents into computer-readable data without any need for data entry operators. With OCR for AnyDoc you will: improve productivity, increase data accuracy, reduce data entry costs, eliminate wasted resources, and receive a rapid ROI.

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Email Utility

Virtual Booth 4080 • Virtual Product 2042

Accellion OneCopy™

The Accellion OneCopy™ immediately improves mail performance by removing attachments from the messaging server. For IT staff, Accellion reduces mailbox storage - by up to 80% - and makes backup and restore times dramatically faster. For users, they will no longer hit mailbox quota limits.

Accellion OneCopy allows IT to regularly and automatically remove attachments from the messaging server, replacing each attachment with a secure link. Attachments can be moved to any integrated storage. The email message remains intact and searchable. Attachments are accessible by simply clicking on the link. **Starting at \$8000 for one appliance for 250 users.**

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Email Utilities

Virtual Booth 4194 • Virtual Product 2228

Automatically Manage Mailboxes, PST Files and Public Folders

Mail Attender® Enterprise centrally manages content within PST files (network accessible and local), public folders and Exchange mailboxes to save your company time and expense. Archive documents and attachments to a secure location, perform keyword searches to locate/retrieve information, enforce retention policies that proactively control storage space, address compliance issues and compact PSTs. Management is transparent to end users and can be applied to certain users or groups. Download a FREE TRIAL today and immediately view statistics across your entire enterprise!

Prices start as low as \$15.00 per user with volume discounts available.

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Automation Solutions

Virtual Booth 4097 • Virtual Product 2061

Application Automation Solutions

Tidal Software Inc is a leading provider of application automation, integration, and management solutions. Tidal provides organizations with products that ensure applications run at peak efficiency and bolster the business value that companies need to be successful.

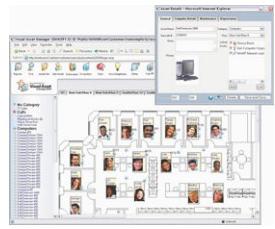
- Increases productivity by delivering automation across a wider portion of your enterprise
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- Maximizes scalability to handle your largest applications and networks
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Asset Management

Virtual Booth 3964 • Virtual Product 1879



\$399
Starting Price

Getting a handle on your company's IT assets has never been easier thanks to **Visual Asset Manager**:

- Automatically audit your organization's IT assets
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Asset Management Tool

Virtual Booth 4244 • Virtual Product 2391



\$295
Starting Price



Got 2 minutes? This is all it takes to start CONTROLLING your asset inventory and licensing with AuditWizard™.

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Transaction Processing

Virtual Booth 3926 • Virtual Product 1808

Adaptive Server Enterprise (ASE) provides enterprises with a high performance system for data and transaction processing- for the lowest total cost of ownership. Continuing the legacy of business-critical performance and cost-effective computing, ASE 12.5.2 is faster, more efficient, and easier to deploy and maintain.

Sybase ASE is focused on the core factors that affect total cost of ownership-operational requirements, system performance, and application development. Sybase ASE includes built-in self-management tools, wizards to automate routine tasks, advanced XML and Web services support, and real-time message services when used with the Sybase Real-Time Data Services (RTDS) package.



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EMAIL: sales@sybase.com

Communication Software

Virtual Booth 4166 • Virtual Product 2153

insta-REACT! is a SIP-based converged platform for instant voice communications. It provides an all-in-one communication solution as well as a one to one, one to many, and many to many voice communications. All features are delivered on a single software user interface on the user's PC using the corporate network. The Solution provides secure, standard-based multimedia communications including:

- Instant Message (IM) • Presence
- Numberless Dialing (Paging) • Intercom
- Voice recording • Conferencing
- Dynamic conferencing • Push to talk

The system feature set is optimized to support the communications needs of any enterprise seeking instant group voice communications, remote workgroups, telecommuters and mobile workforces.



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EMAIL: sales@pangeantech.com

Document Creation Software

Virtual Booth 4072 • Virtual Product 2032

Dialogue for enterprise personalization

Exstream's Dialogue™ software is a next generation enterprise personalization solution that helps businesses around the world connect with their customers through higher quality, fully personalized communications—delivered through print and electronic channels. Dialogue empowers companies in the financial services, insurance, service bureau, telecommunications, and utilities industries to get high-volume critical documents and relevant information to customers up to 60 percent faster, reduce development and delivery costs by as much as 80 percent, and significantly improve customer retention.



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Project Management

Virtual Booth 4096 • Virtual Product 2059

infoSavant™ is a highly flexible, easy to use, locally controlled and integrated Knowledge System. The system facilitates in-process collaboration, knowledge capture, and organization of business intelligence, thereby providing a comprehensive knowledgebase of the project domain. Web and Win32 based.

Knowledge Systems: Topic centric. User taxonomy.

Electronic Library: Organizes files in their native format.

Workflow: Proprietary Active Queue Technology.

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Web Performance Software

Virtual Booth 3858 • Virtual Product 1673

Deliver LAN Performance to WAN Applications

Most business applications are fast on the LAN but slow on the WAN. Network bandwidth and latency issues as well as protocol overhead impact an application's performance. Swan Labs enterprise application shaping solutions, combine the best aspects of WAN optimization and application acceleration to provide increased application utilization, predictable end-user response times, dramatic WAN performance gains, and lower WAN costs. Swan labs solutions make physical distance, bandwidth limitations, and application latency disappear as limiting factors in the deployment and utilization of global enterprise applications. For more information on Swan Labs or to download tutorial whitepapers, please visit www.swanlabs.com.



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EMAIL: sales@swanlabs.com

Internet Traffic Management

Virtual Booth 3963 • Virtual Product 1880

Internet traffic management technologies provide full availability, optimal performance, and eliminate downtime. These solutions are critical pieces of any business-driving web-based application. Internet traffic management solutions include:

- Health monitoring
- Load balancing
- Bandwidth management
- Traffic redirection
- Denial of service protection

By using intelligent traffic management technologies, you can control bandwidth service levels across all Internet links, provide optimum server resource sharing and redundancy, accelerate responsiveness, and maximize your return on investment.



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Herndon, VA 20171
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Availability / Load Balancing

Virtual Booth 4168 • Virtual Product 2155

StoneBeat®



The StoneBeat product line is the market leading software-based high availability and load balancing solution for network security. StoneBeat's award-winning technology maximizes the effectiveness & availability of critical network components, such as 3rd party firewalls, antivirus protection, email/Web content scanning, malicious mobile code protection servers & intrusion detection network sensors.



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Network Anomaly Detection

Virtual Booth 3945 • Virtual Product 1839

QRadar



QRadar Network Anomaly Detection

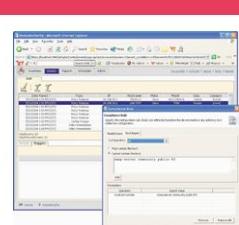
Security is focused on your network's perimeter. So who's monitoring internal activity that threatens your network? QRadar maintains 24-hour vigilance to counter these threats. It learns normal behavior, flags irregular activities and their source, then identifies corrective measures. Only QRadar can pinpoint network anomalies in real time.



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Change/Configuration Mgmt.

Virtual Booth 3889 • Virtual Product 1752



DeviceAuthority Suite -- the leading multi-vendor Network Change & Configuration Management solution providing:

- Real-time visibility and reporting of device configurations
- Automated compliance and standards management
- Reliable, secure, automated implementation of changes

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Network Configuration

Virtual Booth 4147 • Virtual Product 2123



VoyenceControl! is a complete network configuration management solution from design to deployment to reporting. **VoyenceControl!** improves network security and increases availability by preventing errors from being introduced during the design or change process.

VoyenceControl! significantly reduces the time, resources and costs associated with managing complex networks.

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Network Management

Virtual Booth 3805 • Virtual Product 1589

\$375

(5 server license)



GFI Network Server Monitor automatically monitors your network and servers for failures and allows administrators to fix and identify issues before users report them. Alerts can be sent by email or text message. Actions, such as rebooting a machine, restarting a service or running a script, can be done automatically. Download your free evaluation version today at www.gfi.com/npp!

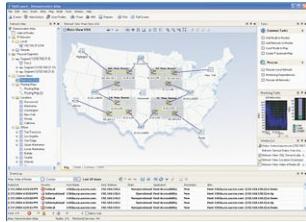


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Network Monitoring & Mgmt.

Virtual Booth 3935 • Virtual Product 1823



AdRem NetCrunch 3.1

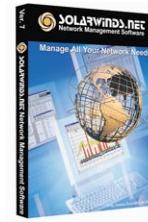
- Visualize the logical & physical topologies of your network
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Networking Management

Virtual Booth 4108 • Virtual Product 2079



The SolarWinds Engineer's Edition Version 7 is a suite of networking management software containing Network Discovery, Fault Monitoring, Performance Monitoring and Performance Management applications. This toolset contains the award-winning discover and fault management applications as well as security and Cisco Router management tools.



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WEB: www.solarwinds.net
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Enterprise Software

Virtual Booth 4083 • Virtual Product 2046

IPsonar 3.0® enterprise software consists of several interrelated discovery processes that find routes and routers, hosts, servers, wireless access points, unauthorized connections or hosts, and perimeter leaks.

Discovery Processes

- Network Discovery
- Server Discovery
- Leak Discovery
- Wireless Discovery

IPsonar uses multiple entry points, or Sensors, within a network to form an "IPsonar Grid" sweeping the far corners of the network for anomalies. These entry points can be moved throughout your network - a portability providing the flexibility needed for managing enterprise networks that are continually being optimized or changing to meet new business mandates.

Flexible term-licensing options starting at \$25,000



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Network Inventory Mgmt.

Virtual Booth 4220 • Virtual Product 2307

MetaSolv Inventory Management helps you accurately manage all the resources required to deliver communications services, allowing you to identify availability, location, and capacity of your network assets. MetaSolv Inventory Management enables you to keep your inventory "ever-green"—continually refreshed with near real-time visibility into any discrepancies between the actual network and the inventory database. In addition to helping you serve your customers better, this functionality also facilitates your compliance with financial reporting requirements like Sarbanes-Oxley.

Benefits & Highlights:

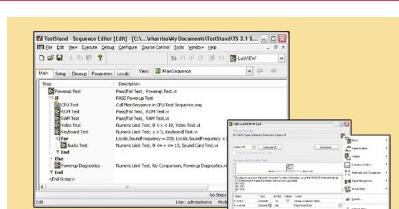
- Manage and reduce physical network inventory costs
- Facilitate management of network inventory
- Manage customer and service inventory associations
- Provide precise inventory forecasting



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Test Management

Virtual Booth 4082 • Virtual Product 2025



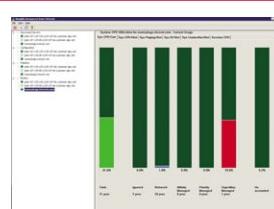
Develop your automated tests 4X faster with **TestStand3.1** - National Instruments newly released version of award-winning test management software. NI TestStand is a ready-to-run test management environment for automating your test and validation systems. NI TestStand is designed to maximize test-code reuse through built-in language adapters and simplify maintenance by using a modular fully customizable test-system framework.



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Terminal Server Mgmt.

Virtual Booth 4076 • Virtual Product 2036



triCerat provides software that simplifies the operation of the on-demand enterprise. The firm's **Simplify** applications overcome common, well-documented functionality gaps in the Terminal Server OS, giving customers a proactive mechanism for ensuring quality of service - this is Day Zero™ Protection. Licensed by over 2,500 organizations worldwide, the **Simplify Suite** creates significant ROI.



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Terminal Server Performance

Virtual Booth 4094 • Virtual Product 2057

TScale

TScale provides improved application performance and reliability while increasing the capacity of your servers by up to 40% or more!

Get it all in a single, cost effective solution! TScale applies the appropriate combination of optimization techniques to prevent rogue applications from spiking the CPU for better user satisfaction, while reducing virtual memory for increased server capacity to reduce costs.

Key benefits include:

- Up to 40% or more users per server!
- Improved system and application response times!
- No more freezes, hangs and sluggishness due to runaway and rogue applications!



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Application Development

Virtual Booth 3887 • Virtual Product 1745



OpenInsight is The Application Developer's Toolkit OpenInsight, Revelation Software's flagship product, is a repository-based applications development environment that enables development teams to work collaboratively to design, develop, deploy and scale high-performance business solutions on leading messaging and client/server platforms. Runs on both Windows and Linux.



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Content Security Kit

Virtual Booth 3953 • Virtual Product 1912



- ### NodalCore™ Acceleration Development Kit
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EMAIL: sales@sensorynetworks.com

CGM-to-SVG Software

Virtual Booth 4101 • Virtual Product 2169

Quick.SVG 2005

www.quicksvg.com

Quick.SVG is Computer Graphics Metafile (CGM) to Scalable Vector Graphics (SVG) conversion software. The conversion is clean and allows for custom CGM meta data handling via XSLT. Quick.SVG provides many powerful features and can batch convert hundreds of graphics at a time. Powerful command line capabilities and API provides developers with the tools necessary to bring your legacy graphics up-to-date with the latest technology. Also, using an open standard such as SVG offers many benefits to you and your customers. The software comes with a handy Adobe SVG ViewerTM context menu editor that allows you to create a context menu to apply to all of your converted SVGs during batch processing.



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Content Transformation

Virtual Booth 3926 • Virtual Product 1809

M-Business Anywhere provides a platform for delivering Web-based content and applications to mobile devices rapidly and cost-effectively - with minimal recoding. Web developers can leverage their existing skill sets and open standards to develop and deploy fully interactive Web applications with sync-and-go or wireless capabilities. So no matter where end users are, they'll be able to tap into the information, applications and Web services they need to make more effective business decisions, more quickly than ever before. Just as importantly, you can develop, deploy, and maintain mobile Web applications rapidly and with the lowest total cost of ownership (TCO) possible. M-Business Anywhere powers the AvantGo mobile Internet service, with more than 10 million registered subscribers.



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Application Mgmt Suite

Virtual Booth 4141 • Virtual Product 2114

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Application Development

Virtual Booth 3820 • Virtual Product 1613

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Test Automation

Virtual Booth 4098 • Virtual Product 2062



AdventNet QEngine is an extensive, platform independent Test Automation tool used for Web, functional, acceptance, performance, API and regression testing. Supports testing of applications developed using HTML, JSP, PHP, XML, SOAP, WSDL, e-commerce, traditional client/server etc. Tool is developed using Java which facilitates portability and multiple platform support Windows, Linux, and Solaris.



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Packaged Speech Application

Virtual Booth 4068 • Virtual Product 2027

Now you can access Microsoft™ Outlook email, calendar and appointments over the phone with **Voice Automation for Microsoft Exchange**. Whether commuting, working off site, or traveling between customers, mobile access through voice is reliable and fast. Your voice is the interface, no keyboard required to read, reply to and create new Outlook data, including appointment times and contact information. Updates are system-wide, so off site and on-premise CRM users are always in sync. It's a low-cost hosted or on-premise solution that gives you the functions of a wireless PDA, along with the ability to create update data remotely. Minimal installation and training required.



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Virtual Booth 3958 • Virtual Product 1872



Air2Web's 2Mail solution enables wireless access to Microsoft Exchange, Lotus Domino, POP3 and IMAP based email software. With 2Mail, businesses have a single solution for offering wireless email to a variety of mobile devices, including RIM, Palm, Pocket PC, WAP, SMS & J2ME handsets. 2Mail features access to email, calendars, contact info & attachments, in addition to the ability to securely authenticate devices & users.

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Endpoint Security Solution

Virtual Booth 3940 • Virtual Product 1834

Safe Access™ ensures that endpoint devices accessing the network are free from security threats and in compliance with the organization's standards. Safe Access systematically tests endpoint devices - without the use of a client or agent - for compliance with organizational security policies, quarantining non-compliant machines before they damage the network. Safe Access ensures that the applications and services running on endpoint devices are up-to-date and free of worms, viruses, trojans, P2P and other potentially damaging software. It dramatically reduces the cost and effort of securing those devices - devices accessing the network through VPN or dial-up, devices logging onto the network directly, and devices connecting through wireless networks - devices your IT group may not have adequate control over.

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Password Management

Virtual Booth 4092 • Virtual Product 2054

Single Sign On, Flexible Password Management
SSO Plus is an easy-to-use, flexible password management product. It provides the user with the ability to access all applications on their desktop using a single user ID and password. After the user has logged onto their PC, they can access password-protected applications on their desktop without the need to enter any further credentials. SSO Plus learns the logon credentials of each application started on the user's desktop. When the application is next started, SSO Plus will automatically enter the required logon credentials. There is no need for users to write down the logon credentials for each application; no need for password synchronization, and it encourages the use of strong passwords. PassGo also has a free version of SSO Plus available for non-commercial use -- www.ssoplus.com

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Fingerprint Logon Software

Virtual Booth 3866 • Virtual Product 1702



Security. Mobility. ROI. Coming to an operating system near you. The **Identix BioLogon® Software Suite** offers the complete solution for all your desktop and network fingerprint authentication needs. A complete multifactor authentication solution, BioLogon provides fingerprint and password support. The result: increased security, lower administrative costs, and added convenience.

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Remote Enterprise Mgmt.

Virtual Booth 3955 • Virtual Product 1863



Tool Categories
Exchange Servers
Server States
Queues
Logged On Users
Mailboxes
Public Folders
Computer Tools

Infrastructure Command and Control (IC²) is a remote enterprise management solution that enables IT professionals to securely manage all network elements remotely using a handheld device or a Web browser. With IC²'s unique shortcuts feature, complex IT tasks can be simplified into one-click operations and executed from anywhere.



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Mobility Identity Enforcement

Virtual Booth 3966 • Virtual Product 1822

Synctomi Virtual Network Segmentation™—VNS™

Synctomi appliances combine identity-based access control, integrated worm and other threat protection with wire speed performance. By uniquely combining packet filtering and directory communications, which is integrated with a network's existing authentication method, the VNS appliance creates a unique, self-contained communication between each user and the network. Not only are resources and ports exposed on a need to know basis dynamically, the device increases security by eliminating any view of all other resources in the network topology.



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iSeries Software

Virtual Booth 4109 • Virtual Product 2080

Software comes in many flavors on the **iSeries**, from the operating system, to middleware, to industry solutions. Of course, no discussion of software can begin unless you understand the basics about this very unique operating system, OS/400. Designed as a single entity, it offers built-in facilities such as our DB2-based relational database, communications and networking capabilities, online help and much more. On **iSeries**, the user/operator communicates with all the components of the operating system using either an intuitive graphical user interface or a standard digital presentation. Information on i5/OS™, the next generation of OS/400 operating system, is available now.



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User ID Mgmt Solution

Virtual Booth 3968 • Virtual Product 1884

AccountCourier®, Courion's automated account provisioning and user ID management solution, enables authorized individuals to instantly grant, revoke, or modify account access on any operating system, application, or Web portal without manual intervention.

AccountCourier provides:

- Clear and measurable benefits for your company's IT department, HR managers, business managers, employees, business partners, and customers.
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Password Management Tool

Virtual Booth 4115 • Virtual Product 2088

RoboForm 6.0

Imagine an online world where you no longer have to remember various usernames & passwords for the dozens of sites that you visit. The new RoboForm 6.0 password management & form filling tool memorizes online passwords, automatically logs users onto Web sites, generates random secure passwords and fills out long registration forms with one click. This latest version allows users to take their "identity" - password details wherever they travel on a USB key, along with a PDA version.



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Web Authentication

Virtual Booth 3944 • Virtual Product 1838

Entrust TruePass™



You can't choose your users; however, you can choose their method of authentication. Entrust TruePass delivers strong authentication for the Web that is easy to use - increasing security and reducing help-desk calls to a minimum. It is easy to deploy and allows users maximum mobility to access sensitive applications from any location through only a Web browser.



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Optical Fingerprint Reader

Virtual Booth 3866 • Virtual Product 1701



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Triple Factor Authentication

Virtual Booth 3516 • Virtual Product 1919

Biometric PKI Network Enterprise Solution

With the **BioStik™**, Index Security Inc. and partner SecureMethods provide a Bio-PKI Network Solution offering "Triple Factor Authentication"; a legally binding digital signature with a Transaction-based Audit Trail. Our Bio-PKI solution is the highest level of data security today, DoD grade. An embedded PKI appliance mechanism grants your users access biometrically, with digitally signed and encrypted remote access to your servers especially via the Web. It leaves a complete audit trail of transactions of file accesses, including who, what, when, where, and how they did it rather than by normal session base. This solution seamlessly provides the highest level of security, for multiple application servers without the need for modification. **Starting price \$30,000** for 99 users, unlimited users **\$60,000** based on configuration.



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PC & Data Protection

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SmartCard Security Software

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Database Auditing Software

Virtual Booth 4027 • Virtual Product 1966

WizRule® automatically reveals all the rules governing the data and points out cases that deviate from the discovered rules as suspected errors. The rules can be if-then statements, mathematical formulas or spelling regularities. **WizRule** detects symptoms of fraud in the data, exposes suspicious exceptions and discovers relations among data fields.

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- Reports the rules, and the cases deviating from the norm.
- Displays the contents of the deviated cases.
- Reveals and lists spelling errors in names and values
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WizSoft

Database Security

Virtual Booth 4077 • Virtual Product 2037

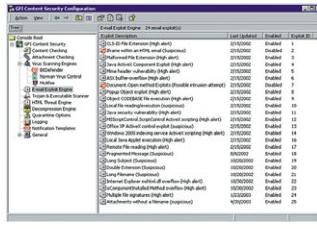
Audit Suite provides a powerful, non-intrusive, data-security solution for corporate databases with a 24x7x365 audit-trail of all SQL requests. This ensures accountability and deters eavesdropping by trusted insiders.

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Email Security For Exchange

Virtual Booth 3805 • Virtual Product 1592



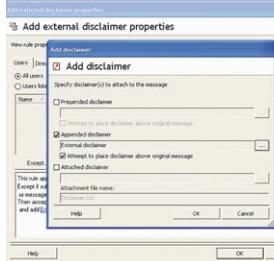
GFI MailSecurity for Exchange/SMTP is an email content security solution that protects against known & unknown viruses and threats at a competitive price (unlimited users: \$3,750; 100 users: \$950). Key features: multiple virus engines, content checking, intelligent heuristics-no virus updates required, exploit detection, threats engine, Trojan / Executable Scanner & more. Download free eval @ gfi.com!

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Email Management

Virtual Booth 4234 • Virtual Product 2350

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Policy Patrol Email for Exchange Server and Lotus Notes/Domino offers anti-spam, antivirus, keyword filtering, attachment blocking, compression, disclaimers, signatures and many more email management features. Policy Patrol includes a powerful rules wizard that allows you to create customized user-based rules by specifying conditions, exceptions and actions.

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Red Earth Software

Web Server Anonymization

Virtual Booth 4151 • Virtual Product 2126

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ServerMask modifies your Web server's "fingerprint" by removing unnecessary HTTP response data, modifying cookie values, and adjusting other response information to obscure the identity of your server. Successful obfuscation can confuse hackers, making it more likely they try the wrong exploits first -- and are more easily identified by a firewall or intrusion detection system.

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Desktop Firewall Protection

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Secure Instant WAN

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Real-Time Event Correlation

Virtual Booth 3994 • Virtual Product 1940

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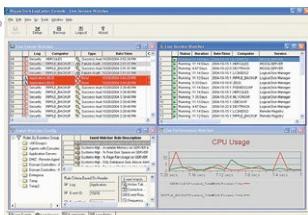
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SSL VPN for Windows

Virtual Booth 4078 • Virtual Product 2040

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Network Activity Analyzer

Network Activity Analyzer

Virtual Booth 4064 • Virtual Product 2019



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Server Status Monitor

Virtual Booth 3934 • Virtual Product 1821



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Fraud Screening Solution

Fraud Screening Solution

Virtual Booth 4016 • Virtual Product 1958

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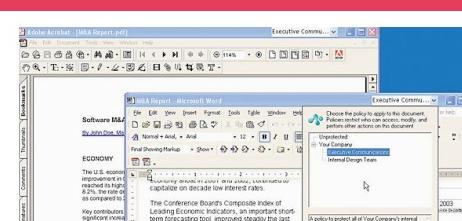
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Intellectual Property Security

Virtual Booth 3868 • Virtual Product 1703



Liquid Machines is the only Enterprise Rights Management software solution that provides unprecedented protection by securing information at the source of any application. Liquid Machines encrypts digital information with persistent access and usage policies that remain with data regardless of where it goes. It allows you to share information inside and outside the enterprise while retaining control.

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Network Security Software

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Vulnerability Management

Virtual Booth 4017 • Virtual Product 1959

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Policy Compliance

Virtual Booth 4075 • Virtual Product 2035



Compliance Management solutions from BindView help organizations satisfy IT security requirements for regulations including **Sarbanes-Oxley**, **HIPAA**, **GLBA** and **Basel II**. With BindView, customers are in control of their security policies and procedures, with capabilities to help ensure successful IT audits and compliance.



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Enterprise Security Mgmt.

Virtual Booth 4164 • Virtual Product 2147

Allegent Technology Group dramatically improves and sustains enterprise security by providing integrated threat management software that automatically detects and responds to vulnerabilities before they result in breaches and outages.

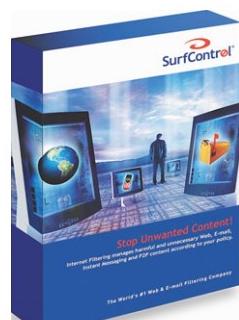
SolventView™, employed to protect networks at the 2004 Summer Olympics, is the industry's leading Integrated Security Management Platform (ISM). Through an open distributed architecture, SolventView™ integrates and evaluates data from all relevant network assets to proactively protect networks in real-time. SolventView™ integrates seamlessly with legacy systems and third-party products, and includes and centrally manages all security functions, such as VA, IDS, Policies, Rules, Asset Discovery, Forensics, and Compliance Enforcement.



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Web Filtering Solution

Virtual Booth 3947 • Virtual Product 1853



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Web Filtering and Security

Virtual Booth 4143 • Virtual Product 2118

Websense, Inc. enables organizations to manage employee Internet use through multilayered Web filtering and security solutions. This employee-centric approach protects organizations from new and emerging threats such as spyware, phishing and malicious mobile code, and complements traditional security solutions. Websense award-winning and industry-leading filtering solutions help organizations manage how employees use the Web.

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Endpoint Security

Virtual Booth 4091 • Virtual Product 2053



Fireball Enterprise is state-of-the-art endpoint security software for desktop & mobile computers. The first & only centrally managed, integrated solution that combines the layered protection of a personal firewall, intrusion detection system, privacy controls, system assessment, Web/application recording, spyware & an IPSec VPN. Controls all levels of network traffic and communications.



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Mobile Security Management

Virtual Booth 3785 • Virtual Product 1550

Advanced, Policy-Enforced Client Security Protection

- Next-generation operating system kernel-layer security technology ensuring a much higher level of security than first-generation personal firewalls
- Advanced WLAN control (up to and including complete radio silencing) that allows you to manage every phase of your wireless deployment
- Highly scalable security policy distribution keeping thousands of enterprise users on both sides of the corporate firewall regularly and securely updated
- Location-based controls adapting security permissions by network location for users moving across different networks and encountering different risks
- WLAN connectivity under centralized IT management & control in compliance w/corporate security policy guidelines
- Protects mobile endpoints at the network adapter

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WEB: www.senforce.com
EMAIL: sales@senforce.com



Corporate Spyware Protection

Virtual Booth 4213 • Virtual Product 2270



The spyware threat is escalating in the corporate environment. Webroot Spy Sweeper Enterprise is an award-winning, comprehensive spyware solution for corporations that actively protects against all types of spyware, adware, Trojan horses, system monitors and other potentially unwanted programs. Please visit our Web page for additional information about our Internet privacy products.

2560 55th Street
Boulder, CO 80308
Phone: (800) 870-8102
Fax: (303) 476-2222
WEB: www.webroot.com
EMAIL: enterprise@webroot.com



Antispam For Exchange

Virtual Booth 3934 • Virtual Product 1822



iHateSpam for Exchange™ installs quickly and easily on Exchange 5.5, 2000, and 2003 servers. Over 4,000 licenses have been deployed, making it one of the best-selling anti-spam solutions for Microsoft Exchange.

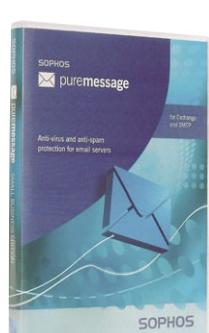
- Fast setup "configure it and forget it"
- Over 95% spam detection rate
- Constantly updated spam engine
- Users can manage their own quarantine
- Customizable treatment of spam
- 30-day product evaluation

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Clearwater, FL 33555
Phone: (888) 688-8457
Fax: (727) 562-5199
WEB: www.sunbelt-software.com/pcom
EMAIL: sales@sunbelt-software.com



Email Management Solution

Virtual Booth 3918 • Virtual Product 1790



Sophos PureMessage for Windows/Exchange is a comprehensive, flexible email management solution. Policies combine anti-spam, antivirus and policy enforcement to guard against attacks such as multi-faceted spam, virus, DHA and DoS. Checks all email traffic passing through your email server, providing an extra layer of protection against worms and viruses

539 Encinitas Blvd.
Encinitas, CA 92024
Phone: (800) 535-3353
Fax: (760) 942-6489
WEB: www.nwtechusa.com
EMAIL: sales@nwtechusa.com



Processor.com

Mobile Security Software

Virtual Booth 4221 • Virtual Product 2311

CREDANT® Mobile Guardian (CMG) Enterprise Edition

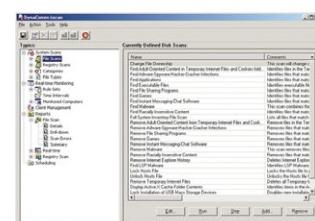
This award-winning, scalable mobile security and management software platform enables organizations to easily secure and manage disparate mobile and wireless devices from a single management console. With CMG, companies can cost-effectively support a mobile workforce and improve employee productivity while guarding against the financial loss, legal liability, regulatory compliance issues and/or significant brand damage associated with the loss or theft of mobile data.

CREDANT Technologies is the market leader in providing software enabling organizations to control security enterprise-wide for mobile and wireless users. CREDANT makes it safe for organizations to use notebooks, tablets, PDAs and smartphones to increase employee productivity.



Be mobile. Be secure.

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Dallas, TX 75001
Phone: (866) 273-3268
Fax: (972) 458-5454
WEB: www.credant.com
EMAIL: info@credant.com



Use DynaComm i:scan to remove spyware and adware, eliminate malware infections, even lock down systems and manage the use of USB mass storage devices through distributed scanning and real-time monitors. Designed to provide protection across the largest network, all managed from a central console. Learn more at www.dciscan.com.



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WEB: www.dciscan.com
EMAIL: info@futuresoft.com

Enterprise Anti-Spyware

Virtual Booth 3782 • Virtual Product 2343

Computer Theft Recovery

Virtual Booth 3917 • Virtual Product 1789

PCPhoneHome/MacPhoneHome Enterprise™

- The only computer tracking and theft recovery software in the world capable of large-scale network deployment to a large number of computers using different operating systems simultaneously.
- Can be installed using a variety of popular "network push" techniques or disk imaging utilities.
- Installation is completely transparent
- Your organization's contact and ownership information is hardcoded directly within your custom Enterprise version.
- Once notified of a theft, recovery agents at Brigadoon Software's worldwide monitoring and command center provide full technical, tracking and recovery support to the customer and local police.



143 Main Street
Phone: (845) 624-0909
WEB: www.brigadoonsoftware.com
EMAIL: sales@brigadoonsoftware.com

Nanuet, NY 10594
Fax: (845) 624-0990
WEB: www.brigadoonsoftware.com

Precise Antispam Gateway

Virtual Booth 3698 • Virtual Product 1284



Get precisely the e-mail you want



A PLATINUM EQUITY COMPANY

Framingham, MA 01701
Fax: (508) 879-0042
EMAIL: sales@process.com

Antispam

Virtual Booth 4046 • Virtual Product 1988

Tumbleweed MailGate™ is a secure, hardened Linux-based appliance, designed to remove spam and viruses from the email systems of small, medium, and large enterprises. MailGate is the only antispam appliance on the market with true artificial intelligence, which is why InfoWorld magazine rated it #1 against all competitors.

What Makes MailGate The Smartest Antispam Choice?

- Install and configure in less than 30 minutes
- Proactive and reactive approaches capture 98% of spam with extremely low false positives
- McAfee or Kaspersky antivirus stops viruses at the network edge
- Lowest total cost of ownership for real savings
- Tumbleweed is the trusted leader in email security, with over 10 years of innovation and over 1100 customers.



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Redwood City, CA 94063
Phone: (800) 696-1978
Fax: (650) 216-2001
WEB: www.tumbleweed.com
EMAIL: info@tumbleweed.com

Email Management Solution

Virtual Booth 3918 • Virtual Product 1790

Sophos PureMessage for Windows/Exchange is a comprehensive, flexible email management solution. Policies combine anti-spam, antivirus and policy enforcement to guard against attacks such as multi-faceted spam, virus, DHA and DoS. Checks all email traffic passing through your email server, providing an extra layer of protection against worms and viruses

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Encinitas, CA 92024
Phone: (800) 535-3353
Fax: (760) 942-6489
WEB: www.nwtechusa.com
EMAIL: sales@nwtechusa.com



Microsoft SQL Audit/IPS

Virtual Booth 3901 • Virtual Product 1771

AppRadar for Microsoft SQL Server is a host-based, database intrusion protection system empowering enterprises to thwart database-level attacks and malicious behavior. AppRadar provides database-specific, active protection, monitoring, and auditing. As a complementary real-time database intrusion protection system, AppRadar now makes it possible to monitor and defend the data stored within your Microsoft SQL Server database.

- Detects real attacks and misuse on the database focused on detecting and preventing complex attacks from valid users.
- Provides administrators full awareness of what has been executed, when, by whom, and where in the database. Providing an audit trail and "real-time" alerting of all database activity without any impact on performance.

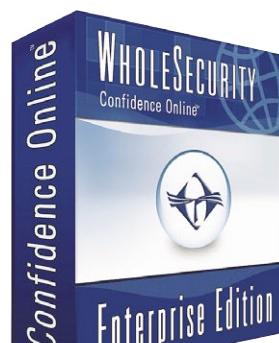


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New York, NY 10018
Phone: (212) 947-8787
WEB: www.appsecinc.com

New York, NY 10018
Phone: (212) 947-8788
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Zero-Hour Threat Detection

Virtual Booth 3742 • Virtual Product 1449



Worried about worms, Trojan horses and eavesdropping threats? WholeSecurity's solutions deliver zero-hour protection against these types of malicious programs. With behavioral detection technology, Confidence Online™ automatically eliminates both known and unknown threats on PCs without requiring users to update signatures. Call to learn more about our on-demand and always-on deployment options!



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Fax: (512) 874-7401
WEB: www.wholesecurity.com
EMAIL: sales@wholesecurity.com

Vulnerability Management

Virtual Booth 3822 • Virtual Product 1618

Intrusec Exposé - Change Management Software

You can't secure what you don't know about. Today's networks are dynamic and in a constant state of flux. Which means your security posture is changing minute by minute. Intrusec Exposé provides visibility into those changes and shows you the impact of those changes before they cause a problem.

- Proactive, near real-time change detection - When something changes, Exposé notifies you immediately, based on the rules you determine.
- Up-to-the-minute asset inventory of your network, showing all assets, ports, services, users, applications, etc. ranked by the business value to your organization.
- When a change is detected, Exposé works with your existing vulnerability scanners to tell you what vulnerabilities were created by the change.



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Atlanta, GA 30308
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Fax: (404) 526-6132
WEB: www.intrusec.com
EMAIL: info@intrusec.com

Exposure Risk Mgmt.

Virtual Booth 3875 • Virtual Product 1719



Skybox™ View creates a virtual model of your environment and then, by leveraging your scanned information, runs attack simulations distilling 10,000's of vulnerabilities down to the <2% that are critical because they are truly "exposed." Skybox™ View reduces the window of exposure from months to hours and communicates risk in layman terms to executives.



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EMAIL: sales@skyboxsecurity.com

Disk / Data Erasing Software

Virtual Booth 4162 • Virtual Product 2145



\$995

Tabernus' new Disk Purge product allows any storage device owner to completely erase all data from any and all drives. Disk Purge Declassification Software is DES/DOD endorsed for completely and thoroughly sanitizing any disk device to the following standards: DOD 5200.28, NCSC-TG-025, AFSSI 5020, OPNAV 5510 and AR-380-19 and HIPAA compliant.



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EMAIL: sales@tabernus.com

USB Software Security

Virtual Booth 3972 • Virtual Product 1889



as low as
\$19.95
per user

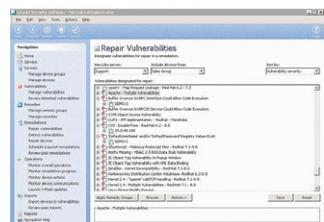
Marx Software Security offers the security token Crypto-Box USB for secure data and software protection, as well as for 2-factor authentication. The hardware key encrypts data with the Rijndael Algorithm Advanced Encryption Standard (AES). The CRYPTO-BOX Supports all Windows, Mac and Linux Operating Systems.



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Fax: (770) 986-8891
WEB: www.marx.com
EMAIL: sales@marx.com

Vulnerability Remediation

Virtual Booth 3891 • Virtual Product 1755



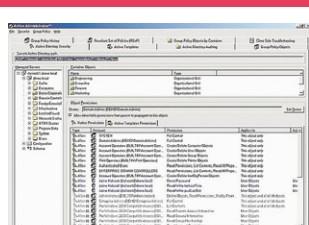
Backdoors, unsecured accounts, misconfigurations, software defects and unnecessary services. Now you can fix vulnerabilities with Hercules, an automated vulnerability remediation solution created by Citadel Security Software. Hercules provides flexible, end-to-end capabilities to fix all five classes of vulnerabilities. For the first time you can proactively reduce security risks in hours, not months.



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EMAIL: info@citadel.com

Active Directory Mgmt.

Virtual Booth 3960 • Virtual Product 1875



Active Administrator is a comprehensive management and auditing solution enabling administrators to efficiently manage Active Directory Security and Group Policy in Windows 2000 and 2003 based networks.

- Simplified Group Policy Planning, Management & Backup
- Consistent permission assignment with Active Templates
- Repairable & Revocable role-based delegation of control



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Fax: (561) 886-2499
WEB: www.scriptlogic.com/processor
EMAIL: sales@scriptlogic.com

Secure Networking Software

Virtual Booth 4150 • Virtual Product 2125



Both ppnPC and ppnPRO provide the highest level of security for those data transfer applications for which the protection of information is critical. It is the preferred data transfer medium for those individuals and organizations that are required to comply with Federal or State laws and regulations that address the protection of an individual's privacy and/or the maintaining of the confidentiality of electronic data.



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Fax: (714)-465-3391
WEB: www.acapsecurity.com
EMAIL: info@acapsecurity.com

Web Services Security

Virtual Booth 3944 • Virtual Product 1837

Entrust

Secure Transaction Platform



The Entrust Secure Transaction Platform delivers security capabilities including standards-based authentication & authorization for Web services applications. Addressing identity and access management needs beyond the Web portal, Entrust helps you leverage your existing investment in Web applications to include Web services, delivering a central point of policy definition and enforcement.



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Ottawa, ON K2K 3E7 Canada
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Fax: (613) 270-2501
WEB: www.entrust.com/stp/pro
EMAIL: entrust@entrust.com

Enterprise Backup Solution

Virtual Booth 3920 • Virtual Product 1794

Innovative Data Protection-VERITAS NetBackup Enterprise Server delivers enterprise data protection for the largest UNIX, Windows, Linux and NetWare environments. To help reduce administration and hardware costs, organizations can now take advantage of enterprise-strength features such as synthetics, disk-based protection, automated disaster recovery, and desktop and laptop protection. VERITAS NetBackup provides the most advanced media management available, including tape labeling, tape media pool creation, device sharing, media/device reporting and bar code support. VERITAS NetBackup Enterprise Server also provides optional database and application-aware backup and recovery solutions for Oracle, SAP, Microsoft SQL Server, Microsoft Exchange, Microsoft SharePoint Portal Server, DB2, Lotus Notes/Domino, Sybase and Informix to deliver data availability for utility computing.



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Mountain View, CA 94043
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Fax: (651) 527-2908
WEB: www.veritas.com
EMAIL: sales@veritas.com

Backup & Recovery Solution

Virtual Booth 3984 • Virtual Product 1911

Harbor NSM Product Suite

If you're like many companies today, your infrastructure has become increasingly complex while the growth in corporate data continues to explode.

Harbor NSM backup and recovery solution from Beta Systems not only backs up your ever-increasing amounts of vital data and provides the fastest recovery time on the market, it also works within your existing infrastructure, regardless of its complexity.

Harbor NSM provides high-performance network and SAN-based backup with fast, reliable data recovery.

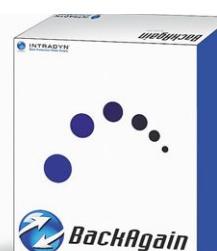
- Scalable
- Manageable
- Flexible



6411 Ivy Lane, Suite 610
Toll Free: (800) 475-1168
WEB: www.betasystems.com

Data Protection Software

Virtual Booth 3837 • Virtual Product 1632



\$79 Workstation Edition
\$275 Server Edition
\$395 Exchange or SQL Agent

BackAgain™ Data Protection Software. Tens of thousands of satisfied customers worldwide since 1994.

- Standout ease-of-use, highly competitive feature set, broad backup device support
- Live Microsoft Exchange backup (to mailbox level), live SQL Server backup
- Back up to any media at no additional cost
- "Bare-metal restore" for disaster recovery
- Unmatched value

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Backup & Recovery Mgmt.

Virtual Booth 3991 • Virtual Product 1926

Not Just Another Backup Utility!

VFI/X is an intelligent, automated, high-level data protection and recovery management system. Based on the premier mainframe product that has protected Global 1000 corporations for over 15 years, VFI/X is now available for the distributed world. VFI/X leverages your current investment in all popular backup and recovery software and mirroring technologies. It unobtrusively monitors your systems in real-time, learns how your critical files are used as well as their interdependencies, and ensures that they're backed up when necessary, directly interfacing with the tools of your choice. All performed automatically, without human intervention, and these are just a few of its features. VFI/X is available for SUN Solaris 8 and above (Sparc 32, 64 & x86). Linux, IBM AIX, HP UX and Microsoft Windows versions will be released over the next several months.

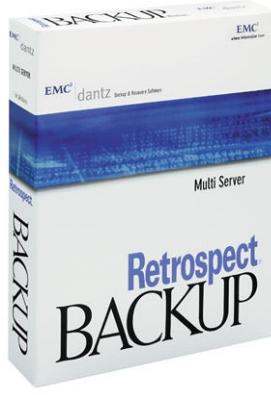


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Wayne, PA 19087
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Fax: (610) 964-9072
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Backup Software

Virtual Booth 4062 • Virtual Product 2014



EMC² | dantz

New EMC Dantz Retrospect 7 for Windows makes speed & ease of use a backup reality. Now you can perform fast, automated backups to disk, stream data to tape for offsite storage & keep disk copies onsite for quick restores. Just a few clicks will have you up & running. Ease of use, unparalleled restore accuracy & complete protection for servers, desktops & notebooks are why thousands of businesses rely on Retrospect.

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Walnut Creek, CA 94597
Phone: (925) 948-9000
Fax: (925) 948-9099
WEB: www.emcdantz.com
EMAIL: sales@dantz.com

Unix/Linux Tape Management

Virtual Booth 3862 • Virtual Product 1679

Backup, Recovery & Media Management For Open Systems

LXI TMS/ix brings true tape management to Unix and Linux servers. Capable of performing standard day-to-day backups, TMS/ix gives corporate data centers more advanced tape management for those tape processes above and beyond backup and recovery. With TMS/ix you can:

- Read and write standard label and non-label tapes
- Track and protect every tape used
- Manage virtually unlimited number of tape devices, including virtual and real automated tape libraries
- Implement regulatory compliant offsite vault management program
- Monitor all backup activity from a single console



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Irving, TX 75063
Phone: (800) 226-6526
Fax: (214) 260-9019
WEB: www.LXIcorp.com
EMAIL: sales@LXIcorp.com

Content Archiving Software

Virtual Booth 3929 • Virtual Product 1814



Enterprise Vault® offers a total archiving platform for Microsoft Exchange, SharePoint Portal Server, IM and file server environments. Enterprise Vault® allows you to streamline and reduce the ongoing cost of information storage for the enterprise and simultaneously keep it instantly accessible for users and the organization.

Enterprise Vault not only optimizes front line systems but helps you support your mission to develop processes for good corporate governance.

Visit www.kvsinc.com/corpgov and receive the free report, Corporate Governance - the Impact on your IT Staff!



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Real-Time Data Replication

Virtual Booth 3080 • Virtual Product 513

Constant Replicator™ provides automatic real-time replication of mission-critical file data in real-world heterogeneous environments over ordinary IP networks. Once installed on your host, Constant Replicator™ is always running, protecting your critical files by mirroring them as they change to one or more remote servers over your existing network. As your business migrates to the next level where data availability is critical, consider the many enterprise environments where Constant Replicator™ can make the transition simple and hassle-free while simultaneously providing investment protection and a solid foundation for your future.

constantdata

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Phone: (952) 933-2331
WEB: www.constantdata.com

Hopkins, MN 55343
Fax: (952) 933-2551
EMAIL:sales@constantdata.com

Data Backup & Recovery

Virtual Booth 3974 • Virtual Product 1892

EVault Online Data Backup & Recovery Software and Services protect your business-critical data. Unexpected data loss can have serious consequences that no business or IT professional wants to face. Eliminate the risk and management burden of tape-based server backup and disaster recovery.

- Centralize and automate your backup and recovery process
- Enjoy reliable and encrypted data transfer to an off-site storage vault, with 100% data confidentiality - guaranteed
- Reliable and immediate restoration of lost or deleted files
- Lower data backup costs by leveraging existing infrastructure
- Automate for regulatory compliance, removing dependence on human management

EVAULT

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Walnut Creek, CA 94596
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Fax: (925) 944-9909
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Peer to Peer Backup System

Virtual Booth 4024 • Virtual Product 1963

312's flagship product LeanOnMe provides platform independent peer-to-peer backup and remote access capabilities. Using innovative Peer-to-Peer technology, LeanOnMe allows you to backup your files to your friends, family, or colleague's computer. This is all done quickly, easily, and safely, using encryption standards similar to that used by banks and the military.

Try it free online at www.312inc.com

LeanOnMe features:

- Installation & setup wizard
- Protects files or folders
- Easy scheduler for continuous, effortless backup
- Simultaneous backups to multiple off-site peers
- Peers cannot see, modify or infect your data
- Securely encrypts and compresses the data
- No monthly web storage fees!



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Data Backup & Security

Virtual Booth 4224 • Virtual Product 2314



Devu Pro Server Edition provides a unique combination of data security, data privacy capabilities and biometrics in one, while maintaining business continuity. From the small startup to the largest corporate environment, Devu Pro Server Edition provides everyone from the desktop user to the systems administrator peace of mind, knowing all important and pertinent information is being synchronized and secured while the user works at the desktop.

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Tampa, FL 33634
Phone: (813) 769-0918
WEB: www.ceelox.com

Data Warehouse Platform

Virtual Booth 3926 • Virtual Product 1807

Sybase IQ 12.5 is a data warehouse platform designed specifically from the ground up for unsurpassed query performance and the lowest total cost of ownership for users' analytical applications. Based on recent TPC-H benchmarks, Sybase IQ is a category-leader in the business intelligence and enterprise data warehousing market, with record-breaking price-performance and storage efficiency, as well as the lowest total cost of ownership. Sybase IQ is the only business intelligence solution available on the market today that offers column-based data warehousing. Unlike traditional databases, Sybase IQ is architected for analytics - not transactions - and the column-based structure provides significant advantages within a query environment, including reliable performance, easy maintenance, increased scalability and the need for fewer hardware resources.

One Sybase Way
Dublin, CA 94568
Phone: (925) 236-5000
Fax: (925) 236-4321
WEB: www.sybase.com
EMAIL: sales@sybase.com

SYBASE

Data Archiving Software

Virtual Booth 4227 • Virtual Product 2333

QStar HSM (Hierarchical Storage Management) has been setting the standard for storage management since its introduction. QStar HSM has continued to evolve to provide even greater performance and data security for the lifeblood of your business. With thousands of installations around the world and supporting a wide range of archival media and platforms, your choice of a solution is now easier to make than ever before.

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Phone: (850) 243-0900
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EMAIL: info@qstar.com



QSTAR
TECHNOLOGIES

Storage Mgmt. Solution

Virtual Booth 4100 • Virtual Product 2068

ArC Overview

Network-based archive for fixed-content data

Archivas Cluster (ArC) is a network-based archive management solution that is designed for long-term storage of digital assets. The archive database is distributed and replicated across multiple Linux servers, or nodes. Each node stores data and acts as a portal to access data. Built from industry-standard hardware, ArC's unique architecture enables an installation to scale easily and inexpensively from a small cluster of several server nodes, to many nodes that store hundreds of terabytes of data.

ARCHIVAS
digital archiving

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Fax: (781) 890-8343
WEB: www.archivas.com
EMAIL: info@archivas.com

Web-Based Media Service

Virtual Booth 4085 • Virtual Product 2048

American Eagle's WEBSCAN

Web-based media tracking system

Track Media

- For Mainframe and Open Systems
- To and from any location
- By retention date or cycle control
- Kept in containers or slotted at the Vault
- Regardless of media type

Inventory

- Media in Tape Library
- Media at the Offsite Vault

Web-Based Advantages

- Access information from anywhere anytime
- No corrupt database issues
- Backups done at the server level

AES

30 Corporate Drive
Holtsville, NY 11742
Phone: (631) 207-4400
Fax: (631) 207-4407
WEB: americanegle.com
EMAIL: info@aeseast.com

Storage Resource Mgmt.

Virtual Booth 3747 • Virtual Product 1483



CreekPath Systems is changing the way people view their storage operations and processes. There is no other vendor in the industry that integrates workflow, policy and automation into the storage supply chain so that users can employ their total infrastructure as a business enabler.



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Fax: (303) 845-1002
WEB: www.creekpathsystems.com
EMAIL: sales@creekpathsystems.com

Storage Resource Mgmt.

Virtual Booth 3986 • Virtual Product 1915

NTP Software Quota & File Sentinel enables users to enforce the appropriate usage policies, so you can preserve system performance and availability. With Quota & File Sentinel you can enforce disk space limits on directories, shares and servers in order to control user consumption, manage data stored on servers and gain real-time data on storage performance.

- Full support of Windows 2003
- Full HIPAA compliance
- Increased Security
- Installs without a reboot
- Network Appliance Functionality



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Fax: (603) 263-2375
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EMAIL: info@ntpsoftware.com

Storage Consolidation

Virtual Booth 3979 • Virtual Product 1901



SANsymphony™ software is an enterprise-class open storage networking platform that maximizes the value from IT assets. It pools disk space and automatically allocates just enough capacity, just in time. This doubles disk utilization, delivers a tenfold increase in managed capacity per administrator, eliminates storage-related downtime, and enables affordable business continuance.



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Storage Resource Mgmt.

Virtual Booth 3996 • Virtual Product 1942

nStor has built its NexStor platforms on a common management tool, providing you with the ability to easily manage your information assets. StorView management software allows you to leverage your storage resources to enhance the performance of your business applications, while simplifying and reducing the cost of managing storage environments.

- Easy to use, centralized management
- Flexible and customizable
- Intuitive administration
- Auto detection minimizes setup
- Alert notification via SNMP or email
- Continuous uptime
- Remote management
- Advanced features: Virtualized LUN, Environment Capture, Statistical Reporting



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EMAIL: info@nstor.com

Storage Expansion

Virtual Booth 3979 • Virtual Product 1900

SANmelody™ software converts PC servers into cost-effective expansion disk servers. Their added capacity appears as additional internal drives to disk-starved servers on LANs or SANs. This simple solution eliminates the need to commission extra application servers when the existing systems have no more room to add disks. Advanced options include point-in-time snapshots, auto failover across redundant disk servers, auto provisioning of disk space and long-distance asynchronous replication over IP WANs. These functions are host-independent and operate without occupying resources on the application servers.

To enhance application security and availability, SANmelody-equipped disk servers can maintain up-to-date copies (mirror images) of critical data currently housed on internal disk drives.



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Data Storage Management

Virtual Booth 4041 • Virtual Product 1984

CaminoSoft's Managed Server HSM(tm) software provides a straightforward, cost-effective solution for managing the complexities of data storage. Combine the software with your Windows 200X and NetWare production servers and a host of off-the-shelf storage devices, including SAN, ATA/RAID, NAS, optical, and tape subsystems. The result is a finely tuned data storage resource supporting virtually infinite growth and availability. *Call for a price quote.

- Installs easily and quickly with no required production server downtime
- Aggregates multiple storage resources into a virtual central storage pool
- Provides seamless access to files---user directories remain unchanged
- Dramatically reduces the amount of time needed for backup/recovery



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Storage Utilities

Virtual Booth 3820 • Virtual Product 1614



\$4495

The SCSItoolbox is the industry's most advanced and widely used testing and diagnostic tool. In use worldwide since 1992, the SCSItoolbox encompasses every tool that you need to test, troubleshoot, configure, and diagnose any single-ended; differential, SCSI 1, 2, 3, wide or narrow devices; Ultra II, Ultra3; FC; iSCSI; SATA; ATAPI; or SAS device.



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I/O Acceleration Software

Virtual Booth 3729 • Virtual Product 1435

Precision I/O will open up the server-to-network bottleneck for the first time with a software solution using the standard IP/Ethernet infrastructure already present in virtually every data center. Precision I/O's technology is inserted between an application and a network interface to relieve operating systems of I/O chores, letting the server focus on more important tasks associated with application processing.

- 100% Ethernet-based so there are no new standards, no new protocols, no new networking fabric.
- Boost transaction throughput two to seven times.
- Results in one-third of the latency of existing Ethernet deployments.
- Eliminating the bottleneck with the short transactions typically found in server-to-server, database, and cluster.



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WEB: www.precisionio.com
EMAIL: sales@precisionio.com

iSCSI Target Software

Virtual Booth 3905 • Virtual Product 1777



WinTarget is a powerful iSCSI target software solution designed specifically for the Windows 2000/XP/2003 platform that enables IT departments to benefit from cost-effective network storage solutions. Leveraging the iSCSI protocol, WinTarget enhances Windows sharing of disk systems over an Ethernet network. WinTarget seamlessly integrates into the operating system enabling customers to leverage their investment in Windows by providing network-wide secure storage provisioning and high availability. Storage capacity is no longer trapped behind a single server or unavailable if a single server fails. Typical applications of WinTarget include sharing locally attached free disk resources among servers, extending high-performance fault-tolerant disk devices across the network, consolidating storage, or creating cost-effective cluster environments.



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Application Virtualization

Virtual Booth 4032 • Virtual Product 1972

SoftGrid® helps enterprises simplify and accelerate their entire software management and deployments with SoftGrid® - the industry's first application virtualization infrastructure solution - reliably and cost-effectively for past, present and future applications. SoftGrid transforms Windows applications from products that must be installed locally into virtual services that are centrally configured, managed, and deployed on-demand to Windows desktops, laptops and Terminal Services/Citrix MetaFrame Presentation servers - preventing application conflicts, eliminating regression testing and increasing change management responsiveness. By streamlining deployment, upgrades, patches and terminations, SoftGrid saves companies tremendous time and money, increases quality of service and provides the flexibility needed for today's dynamic business environment.



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Scheduling Software

Virtual Booth 4188 • Virtual Product 2205

On-Time Operator scheduling software automatically runs a computer program, such as .exe, .bat, music files, etc at pre-determined intervals (e.g. every 20 minutes) or at a given time of the day. It also does a lot more, with built in, easy to use GUI driven utilities supplied to:

- Perform unattended backups
- Dial up an ISP for an Internet connection
- File/Folder split/merge, compare & report
- Transfer files across networks & nodes
- Trigger a secondary .exe based on name of a file dropped into a folder

Extensive query-enabled logs are maintained for debugging, and **testers** find the log invaluable for **testing and benchmarking** computer hardware and software. For trial copy go to www.isuru.com/download/dnlqq2sk.asp



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EMAIL: dia2@isuru.com

Enterprise Automation

Virtual Booth 4211 • Virtual Product 2268

True Cross-Platform / Multi-Platform Solution

OpCon/xps is a fast flexible way to automate and control a wide range of IT & business processes. It is one efficient tool that does the work of many; reducing IT cost, complexity and risk by dynamically responding to changes in your environment.

SMA's expertise is delivering enterprise automation solutions worldwide. Whether your organization is implementing e-business solutions, integrating ERP applications or improving the automation of new and existing IT environments, OpCon/xps is the proven solution for managing complex workloads within complex systems.

With the flexibility and power of OpCon/xps we can support any application and/or platform. But at SMA, we also support humans allowing your most critical resource to operate more efficiently, more error free and more creatively.



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Radware Application Security Solutions deliver 3Gbps Intrusion Prevention and Denial of Service Protection securing all connected applications against viruses, worms, DoS and SYN attacks; Radware Security Activation solutions optimize best-of-breed security tools including firewalls, IDSees, VPNs, antivirus, URL filtering and anti-spamming for fault-tolerant, high-performance and scalable security architecture management.



DefensePro secures all networked applications against viruses, malicious intrusions and Denial of Service at 3Gbps



FireProof activates firewalls, VPNs and IDSees for fault tolerant, high performing and scalable best-of-breed security tools, eliminating the security/performance tradeoff

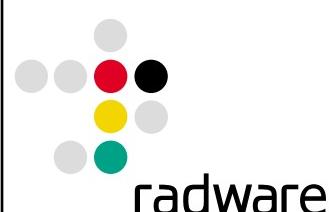


Content Inspection Director (CID) provides fault tolerant, high throughput and scalable antivirus scanning, URL filtering and anti-spamming for complete content security

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Contact Radware to enable end-to-end application availability, performance and security.

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Enterprise Mgmt. Software

Virtual Booth 3793 • Virtual Product 1559

ECM Enterprise Configuration Manager captures tens of thousands of configuration variables on every server and workstation in your organization. See the results immediately in the ECM Portal or as output in one of the hundreds of prepackaged reports. Tame rogue system configurations, enforce standards, minimize downtime, and forge a strong, seamless network environment.

- Central database
- Enterprise view
- Auto discovery
- Central WMI data collection w/out recompiling the MOF
- Ability to monitor mission-critical services
- Run remote commands
- Schedule collections by time interval on demand
- Agent is DCOM based, not service based

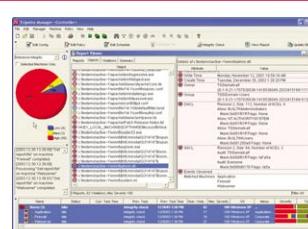
\$995
Per Server

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Tripwire For Servers

Virtual Booth 4066 • Virtual Product 2023



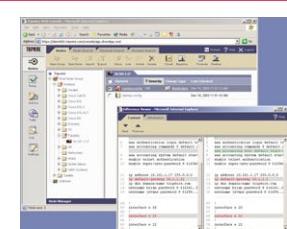
Tripwire® for Servers monitors critical server system files across the enterprise, providing immediate notification of changes that occur, while Tripwire Manager provides convenient, centralized management of Tripwire for Servers installations. With Tripwire software, evaluate changes and minimize impact to prevent downtime, maintain security, and stop implementation of unauthorized changes.

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Tripwire for Network Devices

Virtual Booth 4066 • Virtual Product 2024



Tripwire® for Network Devices is a multi-vendor network configuration management software product that centrally manages, monitors, and reports changes made to routers, switches and other network assets. Rely on Tripwire for Network Devices to increase network uptime, enable staff efficiencies, demonstrate compliance with internal IT policies or government regulations, and enhance security.

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Clustering Solutions

Virtual Booth 3920 • Virtual Product 1792

VERITAS Cluster Server, the industry's leading open systems clustering solution, is ideal for reducing planned and unplanned downtime, facilitating server consolidation, and effectively managing a wide range of applications in heterogeneous environments. With support for up to 32 node clusters in SAN, VERITAS Cluster Server features the power and flexibility to protect everything from a single critical database instance, to the largest, globally dispersed, multi-application clusters. Increasing automation, providing features to test production disaster recovery plans without disruption, and offering intelligent workload management allow cluster administrators to maximize resources by moving beyond reactive recovery to proactive management of application availability.

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IT Lifecycle Management

Virtual Booth 4149 • Virtual Product 2128



Altiris offers Web-enabled solutions that easily manage desktops, notebooks, handhelds and servers. Altiris provides fully integrated systems management solutions for client and mobile, server, and asset management that automate, simplify, and reduce the cost of IT lifecycle management. Download a free 30-day evaluation copy. www.altiris.com

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intuitive > manageability

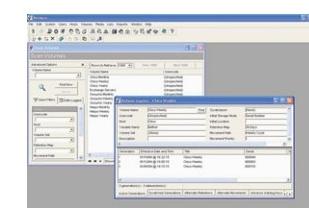
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Phone: (801) 226-8506
WEB: www.altiris.com

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Media Management System

Virtual Booth 3998 • Virtual Product 1943

Vertices



Vertices® Media Management System is the comprehensive, scalable disaster recovery tool that will help you meet even the most stringent business continuity guidelines. Vertices lets you easily store, track, move and protect all the media your company generates. And since Vertices integrates seamlessly with your backup system, the tracking / logging of your backup media will be done automatically.

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Patch Management

Virtual Booth 3819 • Virtual Product 1754

iPass Patch Management Service

- Continuous, automated assessment.** iPass inventories security assets on the PC and runs a security assessment before allowing an Internet connection.
- Automated remediation.** After assessing the device, iPass automatically remediates OS patches and antivirus definition files based on your policies and priority levels.
- Automated patch management.** Each time an OS patch is released, it's immediately available. The management of antivirus updates is also highly automated.

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Patch Management

Virtual Booth 3793 • Virtual Product 1560



\$25
Per Workstation

Security Update Manager

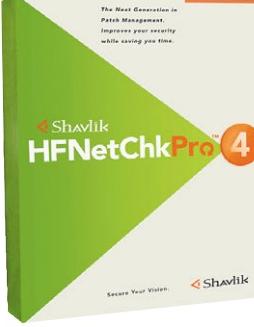
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Patch Management

Virtual Booth 4177 • Virtual Product 2187

The industry standard for automated security patch management, Shavlik HFNetChkPro™ is the fastest, easiest, most logical way to secure your network. Start patching in just 30 minutes to ensure that your systems are fully protected.


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Application Monitoring

Virtual Booth 3990 • Virtual Product 1925



ipMonitor is a secure, real-time network monitoring solution that will proactively Monitor, Alert and Recover your critical applications, servers and infrastructure equipment. Feature rich and affordable - ipMonitor's proven agentless architecture and comprehensive feature set delivers unparalleled reliability, ease-of-use and low cost of ownership.


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Application Performance

Virtual Booth 3920 • Virtual Product 1793

VERITAS i3™ is an integrated software solution that provides a methodology for rapidly improving application performance. Correlates the application flow across the multi-tiered IT infrastructure by continuously monitoring all technologies that contribute to response time.

Identify the problem with VERITAS Insight™-collects detailed performance metrics from underlying technologies contributing to response time to provide deep visibility into complex performance bottleneck issues.

Notify the user with VERITAS Inform™-delivers key performance information collected by Insight & Indepth in the form of historical reports and exception to service alerts.

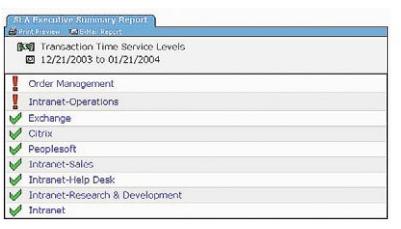
Correct the problem with VERITAS Indepth™-measures the real end user response time of multi-tiered applications. Provides specific performance metrics for SAP, Oracle, PeopleSoft, Siebel, and J2EE and MS-SQL applications.

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End-To-End Performance

Virtual Booth 4043 • Virtual Product 1985

\$34,500
Starting Price

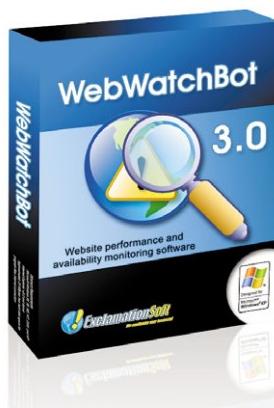


NetQoS' SuperAgent is the most complete application performance solution available today, from reports to measure SLA compliance for the CIO to detailed problem solving analysis for network engineers. SuperAgent monitors and analyzes end-to-end performance based on real user traffic, measuring all transactions from all users. No synthetic transactions, no agents on desktops or servers.

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Web Monitoring/Analysis

Virtual Booth 4233 • Virtual Product 2388

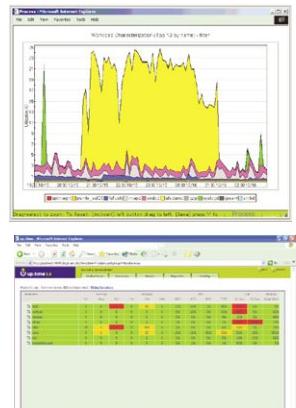


Server Monitoring, Notification, and Analysis Software for Web Sites and IP Devices. Ensure availability and uptime through instant notification and alerts. Analyze historical data for trends and visualize current state with real-time charting and detailed reports.


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Performance Monitoring

Virtual Booth 3925 • Virtual Product 1806



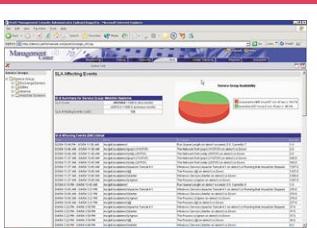
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- Monitor your system from anywhere
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Network & System Mgmt.

Virtual Booth 4010 • Virtual Product 1954

\$10,000
Starting Price



ProIT is an easy-to-use, rapidly deployed software solution. ProIT enables IT administrators and engineers to work together to monitor and manage all system resources from a single place, eliminating the need for multiple, expensive-to-maintain software tools, while providing a total enterprise view for detection, diagnostics and problem resolution. Download a FREE TRIAL today at www.performanceit.com.


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Data Center Management

Virtual Booth 4200 • Virtual Product 2249

Aperture VISTA is an enterprise software solution that reduces operational risk and improves efficiency through the visual management of the data center. Finally, a solution that delivers the key processes that enable organizations to take control of an increasingly complex physical environment, including equipment, space, power, environmental, network and storage.

Our customers achieve substantial improvements in the quality, reliability & cost effectiveness of their infrastructure planning, design, provisioning, troubleshooting & analysis. If you're looking to implement best practices, automate manual processes, and consolidate and standardize the processes and information associated within your physical infrastructure, contact us today for more information!


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Air Flow Design Software

Virtual Booth 4058 • Virtual Product 2006



TileFlow is a software package for modeling airflow distribution in raised-floor data centers. It enables you to evaluate different layouts, consider the effects of reconfiguration of air-handling units and perforated tiles, explore the effect of under-floor blockages, and predict failure scenarios. TileFlow eliminates the expensive and tedious trial-and-error process to achieve the desired distribution of cooling air.

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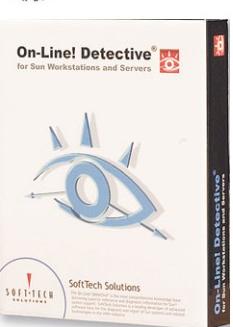
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Sun System Support

Virtual Booth 3730 • Virtual Product 1436


• Maximize System uptime
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• Empower Admins & Techs
• Reduce the need for onsite training

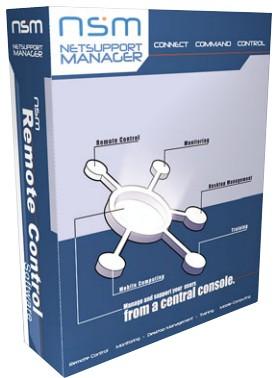
This extensive knowledge base has detailed information on all Sun hardware and Solaris® . Advanced troubleshooting, repair flow charts & advanced diagnostics are just the start...


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PC Remote Control

Virtual Booth 3800 • Virtual Product 1579

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Asset Management Software

Virtual Booth 4004 • Virtual Product 1950

FindIT brings up-to-date IT inventory information to your fingertips anytime, anywhere.

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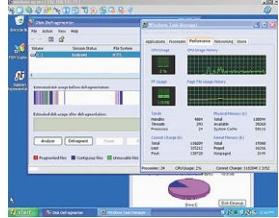
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Remote Control Software

Virtual Booth 3878 • Virtual Product 1721

\$795

Starting Price



NetworkStreaming enables you to support your end users through remote control, on-demand through any firewall! In no time, NetworkStreaming installs, connects, and brings your end user's problems to your desktop from anywhere. Some key features include: unassisted reboot/auto-reconnect, simultaneous multi-system control, file transfer & real-time chat. Firewall & NAT compatible. Call for a demo!



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Data Center Automation

Virtual Booth 4028 • Virtual Product 1967

BladeLogic Operations Manager™ is a suite of enterprise-class data center automation solutions that enables organizations of any size to provision, configure, and manage large-scale distributed server environments more efficiently. Using BladeLogic Operations Manager, Global 2000 and other leading companies such as Chicago Mercantile Exchange, HSBC, priceline.com, SunGuard, Time Warner Cable, and Wal-Mart.com have been able to:

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Asset Management Software

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Change Surveillance

Virtual Booth 4215 • Virtual Product 2272



ITVERIFY®, offered by Verifichi, equips IT decision makers with a centralized view of all system, network and application information, enabling simplified management and reduced costs of the underlying IT infrastructure. ITVerify is a complete product suite developed for change detection, performance analysis and improvement, configuration control and asset tracking, and consolidation analysis. Its telemetry engine collects data from any heterogeneous source within the infrastructure and creates a data warehouse that verifies all components within a client enterprise. ITVerify also provides the governance required to meet many of today's regulatory requirements. It allows managers to make precise, informed decisions that simplify complexity, reduce costs and enable the alignment of the infrastructure with its business goals.



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Terminal Emulation

Virtual Booth 4053 • Virtual Product 1998

PowerTerm® InterConnect

Linux, Windows, Mac OS X and Solaris Editions

Ericom Software's PowerTerm InterConnect terminal emulator supports over 30 different emulation types and provides secure connectivity to a wide range of hosts, including: IBM Mainframe (zSeries), IBM AS/400 (iSeries), OpenVMS, UNIX, Linux, Tandem, SCO and more. Because PowerTerm InterConnect has such a small footprint, it is easily installable on any desktop, making it a simple and fast solution for running legacy applications. PowerTerm InterConnect's rich feature set and fast response has made it the product of choice for thousands of corporations throughout the world. Ericom also offers a secure browser-based solution, PowerTerm WebConnect. Visit www.ericom.com for more info and a free 30-day evaluation.

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Emulation Solutions

Virtual Booth 4135 • Virtual Product 2109

Using the latest technologies, transform terminal emulation into centrally managed solutions that lower total cost of ownership and provide a fast ROI. Attachmate® emulation solutions provide flexible access to legacy information and applications housed on IBM and Unisys mainframes, AS/400, UNIX/VMS, and Tandem host systems.

EXTRA!® Mainframe Server Edition delivers productivity-focused, 3270, 5250, and VT emulation that can be centrally and securely managed from anywhere on the network, including the mainframe. EXTRA! software provides essential security features to protect enterprise hosts, including full support for Microsoft® Windows XP SP2. The EXTRA! X-treme™ component increases employee productivity by lending Microsoft Office functionality to legacy applications with features such as Spell-check, Auto Expand, and Auto Complete.

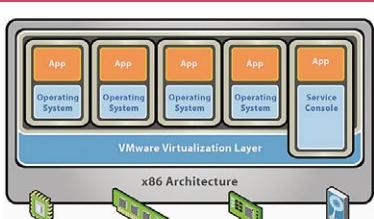


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IBM / VMware Virtualization

Virtual Booth 4240 • Virtual Product 2363



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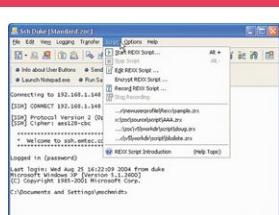
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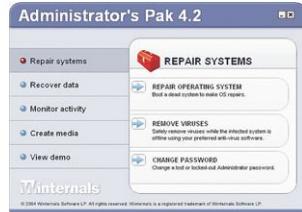
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System Admin Tools

Virtual Booth 3863 • Virtual Product 1680



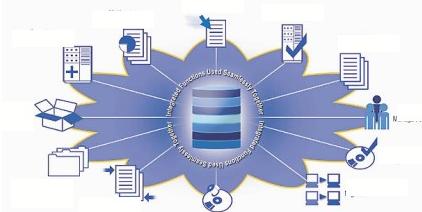
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VoIP Softphone

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- Allows calls via the Internet
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- Speaker volume control
- Microphone volume control
- Contact Book
- History list of the most recently used phones
- Instant balance reporting
- Includes a timer for the seconds
- Calling time
- Skinnable interface

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Identity Management Services

Virtual Booth 4223 • Virtual Product 2313

The CRT Group provides its clients with services at every step of an Identity Management implementation. From the project's inception, to identification of an implementation strategy, to the actual technical and management implementation of the project – CRT has the brightest minds in the industry at work. With a proven implementation philosophy, CRT's consultants have successfully launched and implemented a number of Identity Management projects.

Its services include:

- Writing an Identity Management Implementation Strategy
- Data Cleansing/Consolidation
- Data Synchronization
- Password/Access Management
- User Provisioning



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Custom Cable Assembly

Virtual Booth 4155 • Virtual Product 2131



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Virtual Booth 4174 • Virtual Product 2176



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IT Service Management

Virtual Booth 3970 • Virtual Product 1887

GTP ITSM Strategize™ leverages ITIL® based frameworks to help organizations reduce cost & manage risk by formulating effective service management strategies, architectures, and infrastructures.

Typical project steps include the following:

- Baseline current state and compare to best practices
- Define the critical success factors and project objectives with key stakeholders
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IT Services

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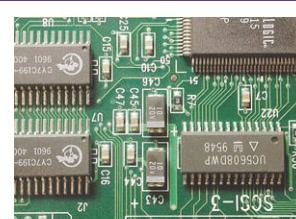
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Laptop Password Solution

Virtual Booth 4167 • Virtual Product 2154

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Appliance-Based Services

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Network Forensics

Virtual Booth 4156 • Virtual Product 2132

NetWitness for Network Forensics

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Are "trusted insiders" robbing you blind?
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If so... **NetWitness** can help! Unlike recent entries in the cyber forensics market which focus exclusively at data capture, NetWitness emphasizes the analytical utility of the data to supplement in Intrusion analysis, log consolidation, and cyber investigations. NetWitness has expanded capabilities to scale with growing network speeds, as well as new capabilities to monitor some of the more popular VoIP technologies. NetWitness is unique because it was designed specifically for analysts and investigators and unlike other products on the market, it's easy to use.

NetWitness is packaged in 3 levels starting at \$7,500



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Computer Forensics

Virtual Booth 4165 • Virtual Product 2152

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- Organizations – developing policies, procedures and methods that prepare an organization to meet discovery orders by an opposing counsel or a court.



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Managed Security Solutions

Virtual Booth 3843 • Virtual Product 1637

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Application Code Review

Virtual Booth 3815 • Virtual Product 1607

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Infrastructure Security

Virtual Booth 3956 • Virtual Product 1867

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Virtual Booth 3983 • Virtual Product 1910

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Data Backup Services

Virtual Booth 3897 • Virtual Product 1766

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Online Backup Services

Virtual Booth 3948 • Virtual Product 1857

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Virtual Booth 4218 • Virtual Product 2297

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Data Forensics Training

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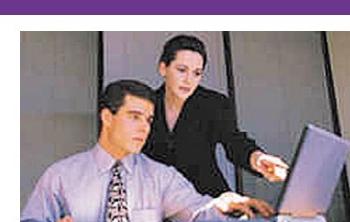
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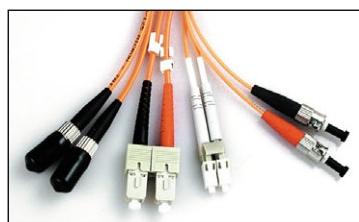
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Virtual Booth 3307 • Virtual Product 1676



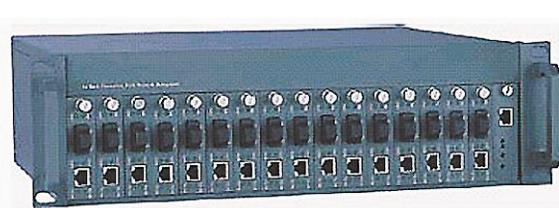
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Virtual Booth 3936 • Virtual Product 1825



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Virtual Booth 3928 • Virtual Product 1812



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Cable Management System

Virtual Booth 4118 • Virtual Product 2091



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Horizontal Cable Mgmt.

Virtual Booth 4175 • Virtual Product 2179



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Vertical Cable Management

Virtual Booth 3928 • Virtual Product 1811



PatchRunner Cable Management

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Fiber Distribution Systems

Virtual Booth 4054 • Virtual Product 1999



APA Cables & Networks' (APACN) F23 Fiber Distribution System (FDS) is engineered for broadband and enterprise connectivity applications. The FDS consists of termination and splice panels, frames and accessories. The FDS is designed to reduce risk of post installation damage, lower maintenance cost and enhance system life. The F23 144 port fiber panel offers the highest port density in the smallest footprint available.



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Managed Patch Panels

Virtual Booth 3928 • Virtual Product 1813



The PanView system, through its innovative use of scanners, enabled patch panels, reliable patch cords and software, provides real-time monitoring of physical layer connectivity. This system provides networks with greater reliability, improved security, better efficiency and greater savings.



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Cabinet Climate Monitor

Virtual Booth 2915 • Virtual Product 1870

\$399



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Environmental Sensor Hub

Virtual Booth 3146 • Virtual Product 0582



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UPS Environment Sensor

Virtual Booth 3804 • Virtual Product 1645



- Remotely monitors temperature & humidity
- Remote supervision via browser or SNMP-based NMS
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Environmental Monitoring

Virtual Booth 3899 • Virtual Product 1769



Online \$295

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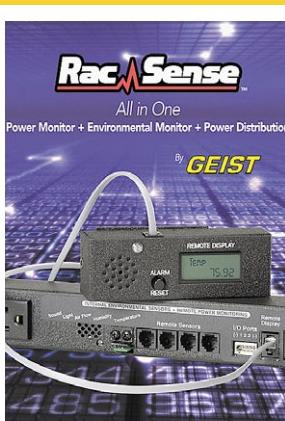
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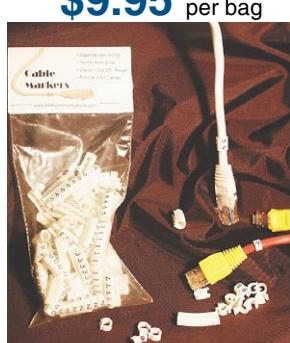
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No one knows when or how disaster will strike. We just know the potential is always there. An early warning is critical to minimize the impact on computers, networks, users & the organization. When a disaster occurs, there are significant costs in areas that go far beyond the simple replacement of damaged hardware. This is because what happens in your data center affects the entire organization and maybe even your customers.

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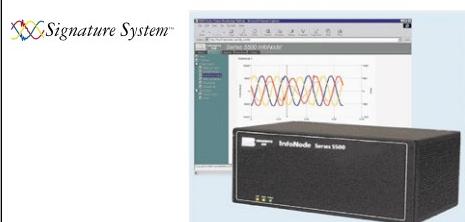
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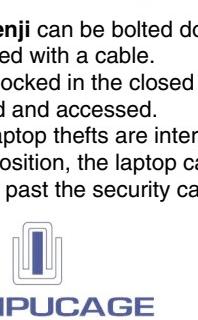
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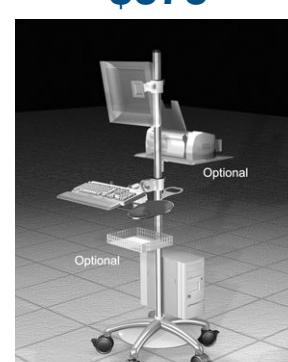
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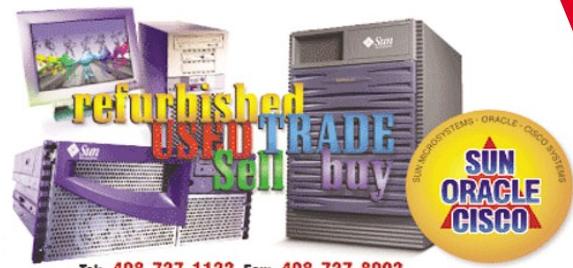
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A screenshot of the Lincocomputer.com website. The header features a large red banner with white text that reads "Millions of Items.... www.lincocomputer.com". Below the banner is a navigation menu with five items: "Home", "Inventory" (which has a red arrow pointing to it), "Sales", "Repair", and "Policies/Contact". The main content area contains promotional text: "Check Out Our Website -- www.lincocomputer.com", "Call if you do not see what you are looking for!", "Depot Repair for Monitors, Terminals, Printers PC's, and Laptops", and two phone numbers: "281-893-8880" and "800-895-8889". At the bottom, there are links for email ("sales@lincocomputer.com") and fax ("Fax: 281-893-8897"). To the right, there are icons for VISA, MasterCard, and American Express.

The image features two large, bold, red APC logos at the top left and top right. Below them is the text "TECHSAVE.COM, INC." in black. Underneath that is the bold black text "WE BUY/SELL APC UPS's". Below that is the red text "Used, Surplus or New Matrix, Smart-UPS, etc.". At the bottom left is the red APC logo with "APC" in white. To its right is the text "Call 800-797-7709" and "Fax 845-357-2577" in black. Below that is the text "Email: info@TechSAVE.com" and "www.TechSAVE.com" in black.

The logo for SVTR (Sun Valley Technical Repair) features a stylized blue circle containing the letters "SVTR" in white. Below the circle is a blue wavy line representing a mountain range.

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The logo consists of a large, bold, serif font word "Stratus" at the top. Below it is a black chevron shape pointing downwards. Inside the chevron, the word "Sell" is positioned above "Buy", which is above "Maintain". To the right of the chevron, the word "Regal" is written vertically. The entire logo is set against a black background with white text.

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